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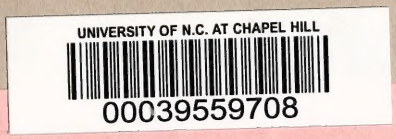
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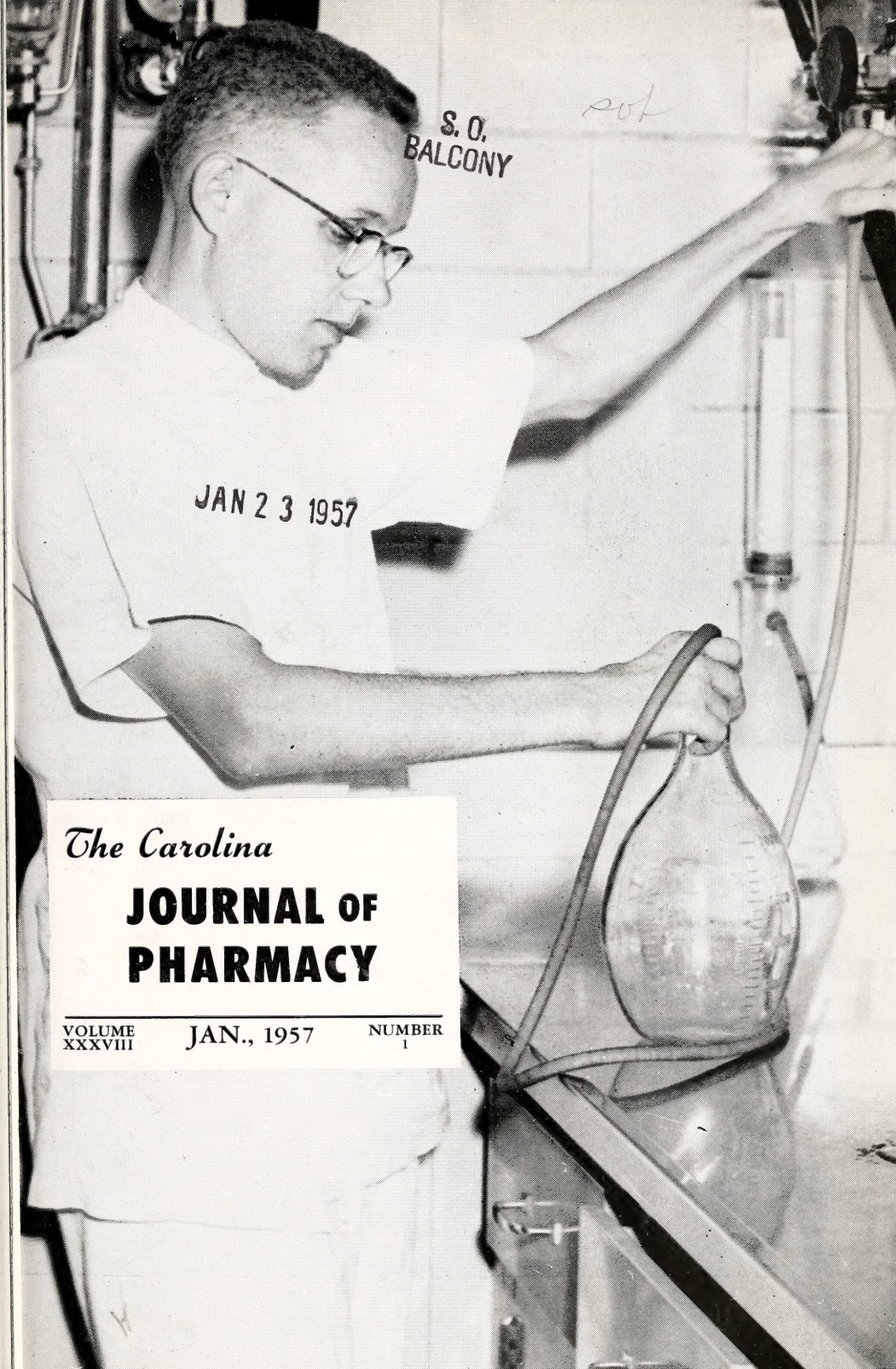

S. O.
BALCONY

JAN 2 3 1957

The Carolina

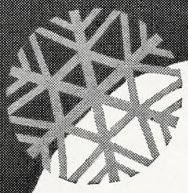
JOURNAL OF PHARMACY

VOLUME XXXVIII | JAN., 1957 | NUMBER 1

Here...the peak season for respiratory infections

and for... **V-CILLIN**

(Penicillin V, Lilly)



The superior penicillin, more dependable than any other oral penicillin, and equal to parenteral penicillin in most infections.

Now, a complete family of useful oral products:

Pulvules No. 20, 125 mg., bottles of 50
Pulvules No. 21, 250 mg., bottles of 24
Pediatric, 125 (M-125), bottles of 40 and 80 cc.
Pediatric, 250 (M-250), bottles of 60 cc.

and

'V-Cillin-Sulfa' (Penicillin V with Triple Sulfas, Lilly), Tablets No. 1801 and Pediatric (M-102)

ELI LILLY AND COMPANY, INDIANAPOLIS 6, INDIANA, U. S. A.

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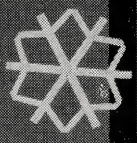

keeps working for you
...and your customer

GERIPLEX® KAPSEALS®

GERIATRIC VITAMIN-MINERAL FORMULA

A prescription for GERIPLEX Kapseals generally produces repeat sales, sometimes year after year. Traditionally a favorite with physicians for long-term vitamin and mineral prophylaxis in geriatric patients, GERIPLEX supplies eight important vitamins, together with six important minerals, rutin and the starch-digestant Taka-Diastase.© With its balanced, comprehensive formulation, it is also widely prescribed to meet therapeutic needs during febrile illness, convalescence, or whenever the possibility of vitamin-mineral deficiency is increased.

To get and to hold steady customers for GERIPLEX, be sure you have an adequate supply on hand.

GERIPLEX Kapseals are available in bottles of 100 and 500.

MEDICAMENTA VERA

PARKE, DAVIS & COMPANY · DETROIT 32, MICHIGAN

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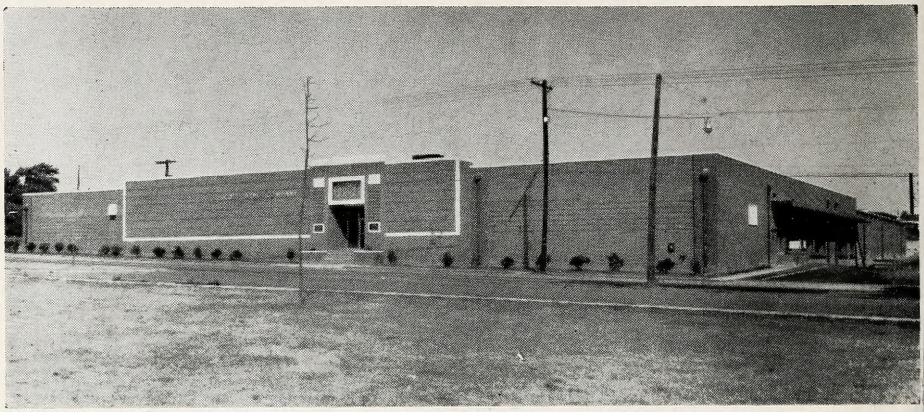
790975

The House of Friendly Service



2923 South Tryon Street
Charlotte, N. C.

Scott Drug Company

Service Wholesalers Since 1891

A Brand New Glorious Box For the Favorite Candy of the South

NOW

Personalized

$2.00 lb.

- **Nunnally's creates a new appeal for fine gift candy!**
- **A box designed to capture the tradition of The South with space for the personal message of the sender.**
- **Record-breaking advertising and sales promotional campaigns!**
- **Spectacular Outdoor Posters**
- **Plus . . . Window banners, point-of-sale displays and visual sales helps!**

Nunnally's
THE CANDY OF THE SOUTH

North Carolina Representative:
R. L. Blanton
P. O. Box 84
Charlotte, N. C.

Justice Drug Company Telephone Sales Personnel

Hubert Walker, Rx. Margaret Riley Bob Wells Hattie B Hartsook

Your Justice Drug Company Telephone Sales Personnel brings New Years Greetings and look forward to getting better acquainted via telephone during 1957.

They also urge you to see your Justice sales representative for complete details on the N. W. D. A. PS selling program—

Personal
Plus
Proper
Professional

Success
Sales
Sizes
Selling

TRY YOUR **DRUG** WHOLESALER FIRST

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

by TF

The Carolina
JOURNAL OF PHARMACY

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NORTH CAROLINA

January, 1957
VOL. XXXVIII No. 1

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Eastman Kodak Company Voids Its Fair Trade Agreements

Eastman Kodak Company's termination of its retailer fair trade agreements on January 1 will be of vital interest to all supporters of fair trade. The company, one of the first to fair trade its products after the enactment of the Miller-Tydings Act in 1938, says, in a letter to its dealers, "the continuation of our fair trade agreement is impracticable and unfair to many of you."

Abandonment of fair trade by one of its most faithful supporters comes at a crucial time when court rulings have rendered ineffective the operation of fair trade in thirteen former fair trade states.

Eastman's action will not aid in stemming the tide of unfavorable court decisions. One thing is certain—voiding of its fair trade agreements will bring aid and comfort to the price-jugglers, who know how to kill a national brand in one easy lesson.

This decision of Eastman is so important, we reproduce three significant paragraphs from its January 1 letter, which ought to be read and re-read until the implications of the situation become evident.

"Since 1952 during the life of our present agreement under the McGuire Act (but not including the previous Miller-Tydings Act), we have received thousands of complaints of violation of our Fair Trade Agreement. We have made more than 27,000 shoppings, have written more than 10,000 letters to retailers and have detected more than 4,200 actual violations, resulting in a large number of cases being referred to our attorneys in those instances where the violations could not otherwise be corrected, necessitating the obtaining of many injunctions, some of which

(Continued on page 56)

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Sell the family (250) size package of ethical "drug store" vitamins.

At the time of the sale, suggest to the purchaser that once a day, preferably at breakfast, one of the capsules, tablets, etc. be placed in the bowl of all coffee-cereal spoons.

By so doing, each member of the family will be assured of his or her quota of vitamins for the day.

If it is coffee for the older folks or cereal for the children, the vitamin-in-spoon routine gets the product out of the bottle where it can go to work.

Dental Preparations

in general use in the U. N. C. Dental Clinic with supply service provided by N. C. Memorial Hospital Pharmacy

By WILLIAM W. TAYLOR, Chief Pharmacist, North Carolina Memorial Hospital, Chapel Hill

This listing follows the indexing plan of Grossman. No attempt is made to provide a complete list of all examples; rather, the lot of formulas found useful here is perhaps representative in examples of those types a pharmacist may find opportunity to prepare for the local dental group.

I. OPERATIVE DENTISTRY.

A. Dentin Desensitizers—employed on dried, isolated dentin surface, to reduce hypersensitiveness in necks of teeth.

(1) *Gottlieb's Solution #1*

Zinc Chloride 40% with Tween 20, 1% in Aqueous Solution

(2) *Gottlieb's Solution #2*

Potassium Ferrocyanide 20% with Tween 20, 1% in Aqueous Solution

B. Cavity Sterilizing Solutions—intended to sterilize dentinal surfaces prior to insertion of a filling. Contact period of at least 1-2 minutes is required.

(1) *Formalin in Alcohol*

Formaldehyde Solution, NF	25. cc.
Ethyl Alcohol	75. cc.

finished sol. represents about 9% HCHO in approx. 70% EtOH

(2) *Phenol Compound*

Phenol, Liq.	40. Gm.
Thymol	40. Gm.
Camphor	20 Gm.

store in g.s. bottle

(3) *Ammoniacal Silver Nitrate Solution,* NF (Howe's

C. Cavity Varnish—to protect the tooth from the action of chemicals, generally the acid constituents of dental cements, placed in the cavity.

(1) *Chloro-Rosin*

Rosin, white (NF)	6.7 Gm.
Chloroform (USP)	100. cc.

D. Instrument Sterilizing Solution—Although cold (chemical) sterilization of instruments is not as certain of destroying microorganisms as is boiling water or steam under pressure, this method finds increasing favor with dentists because it prevents rusting and permits instruments to maintain cutting edges longer. Chemical solutions for such sterilization fall into 4 general classes: (a) quaternary ammonium cpds., (b) formaldehyde solutions, (c) organic mercurial cpds., or (d) phenolic or cresylic cpds. One of type (a) in general use here follows.

(1) *Benzalkonium Chloride Sterilizing Solution (w/Special Tint)*

Benzalkonium Cl (as Roccal) 10% Sol.	40. cc.
Sodium Nitrite, gran.	19. Gm.
Distilled Water, qs	4000. cc.

Tint (green) w/ Brilliant Blue (FDC Blue #1) and Naphthol Yellow (FDC Yellow #1), 12.5 mg. of each per 4000 cc.

(Continued on page 52)

Graduates of the UNC School of Dentistry are beginning to call for these preparations. We suggest you familiarize yourself with them; this article may be used as a basis for a dental detailing program.

In New Location

King Moves to New 100,000 Sq. Ft. Building

As announced on our fourth cover, The W. H. King Drug Company now occupies its new 100,000 square foot building in Raleigh. Located at 712 Tucker Street, the wholesale drug firm is convenient to downtown Raleigh yet far enough removed from the congested parking area to permit persons having business to transact with the firm to do so without time loss.

Parking areas adjacent to the King Building will easily accommodate 100 cars, and for customers who want service in double-quick time, drive-in space has been provided in the basement of the building. Steps lead from this parking area directly to the customer-call-counter. In rainy weather, this service is especially appreciated.

From the building's lobby, glass enclosed offices of President Homer C. Starling, Vice-President and Buyer Earle Jones and other personnel are readily accessible.

The left part of the building is devoted to merchandise shelving, with a mechanical conveyor system in operation to permit quick assembly of orders.

The right rear part of the building takes care of incoming merchandise, the bookkeeping department, and several sales and display rooms.

King Photo, which has grown rapidly in recent years, and Carolina Surgical Supply Company, both subsidiaries of The W. H. King Drug Company, are located in the building.

An interesting innovation is the inclusion in the building of a luncheonette where sandwiches, drinks and desserts are available to employees. Complete with tables and chairs, the luncheonette setup makes it unnecessary for the employees to leave the house at "coffee-break-time."

The W. H. King Drug Company, founded in 1899, was first located at the corner of Wilmington and Martin Streets. Later, it was moved to East Martin Street and finally to the just-vacated location at 117-119 South Wilmington Street.

While the building at South Wilmington Street was modern and well equipped, in recent years customers had increasingly found it difficult to park nearby. In addition, cramped quarters at the rear of the building as well as a narrow access road hampered the incoming and outgoing deliveries.

All these problems were solved in the switch to the new location, as well as providing double the floor space the firm had at its South Wilmington address.

Including President Starling, Vice-President Jones and Mrs. B. Frank Page, secretary-treasurer, there are about 85 employees of the firm. Fifteen salesmen cover central and eastern North Carolina and the southern part of Virginia.

As soon as some finishing-up touches to the building and equipment have been completed, officers of the wholesale drug company plan "open house" for customers, sales representatives and others. The King employees are proud of their new home and are looking forward to the big party now in the planning stage.

Honored By Journal

Pharmacist Dwayne Irwin of Elkin, designated as "Pharmacist of the Month," by the *Southeastern Drug Journal*, was featured in the December issue of the publication.

Dwayne and his brother, Luke, also a pharmacist, operate the Elk Pharmacy in Elkin.

Your Customers Deserve The Best In

Photo Finishing

You Can Be Assured You Are Providing Your Customers with Finishing That Is "Truly the Finest in Snapshots" if You Are Served by Either of Two of North Carolina's Largest and Best Equipped Photo Finishing Plants.

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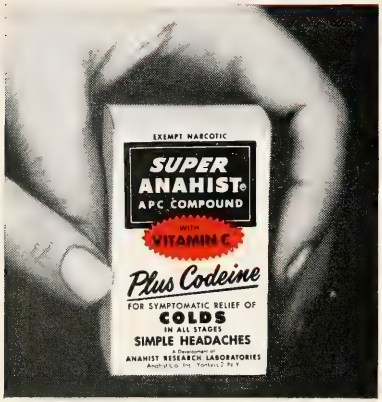
Makers of SUPER-TONE Prints
"Truly the Finest in Snapshots"

NEW! SUPER ANAHIST® PLUS CODEINE

For sale over the counter without a Prescription in Drug Stores only



The finest Cold Tablet formula available for sale over the counter

SUPER* ANAHIST *Plus Codeine
NEW EXCLUSIVE FORMULA

Each tablet contains . . .
Codeine Phosphate 2.0 mgs. (Warning: May be habit forming)—most effective common ingredient for stopping coughs.
Thonzylamine Hydrochloride 25 mg.—best-known antihistamine to check early cold symptoms, sneezing, watering eyes and many other histamine effects.
Ascorbic Acid (Vitamin C) 20 mg.—important in helping to maintain resistance at its optimum level.
Aspirin 3½ gr.—**Phenacetin** 1½ gr.—most widely-used drugs for the home relief of pain; more effective, as combined, than if taken separately.
Caffeine ½ gr.—a recognized protection against depressive effects of colds and other suffering.

We quote from—

"The Pharmacological Basis of Therapeutics —Second Edition—Page 250"

"Small amounts of codeine (2 Mgm) will decrease the frequency of coughing without altering significantly the respiratory minute volume. Coughing should not be unnecessarily depressed, especially if bronchial secretion is profuse, because drainages will then be insufficient and complications may ensue."

In short, we give the retail druggist a Therapeutically effective Cold Tablet with Codeine which can be freely dispensed over the counter without a prescription.

You Participate Personally in Anahist Pharmacy Scholarship Award in Your Own State

Anahist Company guarantees to donate 25¢ for every half dozen *Super* Anahist plus Codeine purchased by the Retail Drug Trade (we anticipate a sale of 250,000 dozen, which would provide a fund of $125,000) to an Anahist Pharmacy Scholarship Fund to send some worthy boy or girl to Pharmacy School for one year, or to assist some Pharmacy Student now in school, at the discretion of the Dean of the Pharmacy School he or she is now attending.

It is intended that each state will participate to "whatever *percentage* of the total accumulated fund was contributed by that State to the fund".

It is our intention to make the distribution of the fund as flexible as possible, so that students can be attracted to Pharmacy, or assisted when they need it, without a lot of restrictions.

The exact method of distribution of the fund to each State has not been worked out at this writing, but this pledge by the Anahist Company is all Pharmacy needs.

This Anahist Pharmacy plan starts with shipments of Super Anahist plus Codeine about December 1, 1956 and Anahist guarantees to keep it in effect at least until December 1, 1957.

SEE YOUR WHOLESALE DRUG SALESMAN FOR DETAILS

Opinion from the Attorney General's Office

The Attorney General of North Carolina has expressed the opinion that chiropractors, osteopaths and naturopaths are not medical doctors and are not allowed to administer drugs of any kind.

In response to a query from the Direct Laboratories, Inc., of Buffalo, New York: "Are chiropractors, osteopaths or naturopaths permitted by North Carolina law to dispense or administer drugs, all drugs or only prescription drugs?," the Attorney General answered: "None of the three would be authorized to administer drugs of any description."

The medical licensing law forbids the practice of medicine or surgery without a license but permits certain specifically named groups to practice in related fields:

1. The practice of midwifery.
2. The practice of chiropody without use of any drug.
3. The practice of chiropractic by an legally licensed chiropractor when engaged in the 24 spinal vertebrae of the human body and without the use of drugs.

The law makes no provision for naturopaths in North Carolina.

Anybody may call himself "doctor" providing he does not claim to be a medical doctor and does not attempt to evade the State medical licensing law.

Anahist Company Announces Scholarship Program

The Anahist Company, Inc., Yonkers, New York has announced details of an Anahist Pharmacy Scholarship Fund to be sponsored in North Carolina by the Company.

Briefly, the Anahist Company guarantees to donate 25c for every half dozen Super Anahist plus Codeine purchased in the state until December 1, 1957 to an "Anahist Pharmacy Scholarship Fund."

While exact details of the Fund have not been completed, the basic purpose of the plan is to aid pharmacy students now enrolled or to encourage desirable students to elect pharmacy as a career by way of scholarship grants.

Included with each half-dozen pack of Super Anahist plus Codeine is a small card. To contribute 25c to the Scholarship Fund, the pharmacist signs and returns the card to The Anahist Company.

Being a reliable product backed up by a reputable manufacturer, anticipated sales of Super Anahist plus Codeine in North Carolina may reach 10,000 dozen in 1957—meaning $5,000 to be allocated for use in the state.

Super Anahist plus Codeine is an exempt narcotic preparation—may be sold over the counter without a prescription. It is recommended for the symtomatic relief of colds in all stages. The new product, with the addition of codeine, is expected to rapidly become a leading seller in the "cold field."

By devoting a percentage of its sales from Super Anahist plus Codeine to pharmacy scholarship, The Anahist Company hopes to encourage others in the proprietary field to do likewise. We hope the company is successful in its effort to assist pharmacy. Toward that end, pharmacists will want to pay more than passing attention to this product, which definitely will not show up on the counters of the supers or be peddled from door to door.

Further details concerning Anahist's new product and program appear on page .

Request from England

J. Landry of Erwin Wasey & Company, London, England, has written Dr. F. C. Hammerness of Chapel Hill for a copy of the shopping survey which he conducted in North Carolina this past year (CAROLINA JOURNAL OF PHARMACY, March 1956); also for copies of speeches made during the NCPA-sponsored sales school.

A complete set of the text material used during the school, three copies of the JOURNAL and the survey report have been mailed to Mr. Landry—the good word do get around, says Dr. Hammerness.

Incidentally, Dr. Hammerness conducted two others surveys in 1956 under the title: "North Carolina information for North Carolina pharmacists:" one on prescriptions; another on rental contracts.

A BILL TO REWRITE AND CLARIFY SECTION 90-65 OF THE GENERAL STATUTES OF NORTH CAROLINA

Sec. 1. The Board of Pharmacy may, after due notice and hearing, suspend, revoke, or refuse to renew the license of any pharmacist, assistant pharmacist, or permitted physician issued by it upon any of the following grounds:

(a) fraud or false representations made in connection with securing such license;

(b) **conviction of or confession in open court of an offense involving moral turpitude;**

(c) conviction of the holder of any such license in any court of a felony;

(d) habitual indulgence in the use of narcotic or hypnotic drugs or intoxicating liquors to such a degree as in the opinion of the Board renders him unfit to practice pharmacy;

(e) **unprofessional conduct endangering the public health, safety or general welfare;**

(f) gross immorality;

(g) **physical or mental disability, when shown by affidavit of three physicians that such conditions exist and that it is in the interest of the public health, safety and general welfare that the license should not remain in force, or be renewed, as the case might be.**

Sec. 2. **The Board of Pharmacy may, after due notice and hearing, suspend, revoke or refuse to renew the permit, or any renewal thereof, of any holder of such permit for the operation of any drug store or pharmacy upon the same grounds as stated in Sec. 1 for the licenses of pharmacists, assistant pharmacists and permitted physicians.**

Sec. 3. Any license or permit or renewal thereof obtained through fraud or by any fraudlent or false representations shall be void and of no effect in law.

Sec. 4. If any clause, sentence, or paragraph of this Section shall for any reason be adjected by any court of competent jurisdiction to be unconstitutional or invalid such judgment shall not affect, repeal or invalidate the remainder thereof but shall be confined in its operation to the clause, sentence or paragraph thereof so found unconstitutional or invalid.

Sec. 5. Section 90-65 of the General Statutes of North Carolina as presently constituted and all laws or parts of laws in conflict with this Act are hereby repealed.

Sec. 6. This Act shall take effect immediately upon its becoming a law.

Pharmacy Act Revision

A suggested revision of the Pharmacy Laws of North Carolina, as prepared by the State Board of Pharmacy, was favorably considered by the NCPA Executive Committee at a recent meeting of that body in Chapel Hill.

The suggested revision now goes to the Association's Legislative Committee, scheduled to meet in January. Chairman of the committee is W. Latham West of Roseboro.

The sections appearing in bold face type are proposed additions to our present law; the remaining portions are without change.

Revision of any state act is a lengthy process—from preparation of the necessary bill to its introduction, committee hearings (Senate and House), three readings (Senate and House) and final enactment.

Stamps—For Example

In Albuquerque it was found that a grocery order at a non-stamp supermarket amounted to $11.85. At a competing store that gave stamps, the identical items cost $12.84. Hence stamp savers were paying 8% higher prices to get stamp dividends that were only 2% of the value of their purchases.

In Bloomington, Indiana, a comparison showed an even greater price boost to win an electric roaster worth $43.93.

Stamp savers had to buy $1770 worth of merchandise. At a competing non-stamp grocery, the same amount of grocery could be bought for $1546. The saving to the customer $224 would have been enough to buy five such roasters.

Stamps—your best buy is at the U. S. Post Office.

A BILL TO AMEND SECTION 90-75 OF THE GENERAL STATUTES OF NORTH CAROLINA

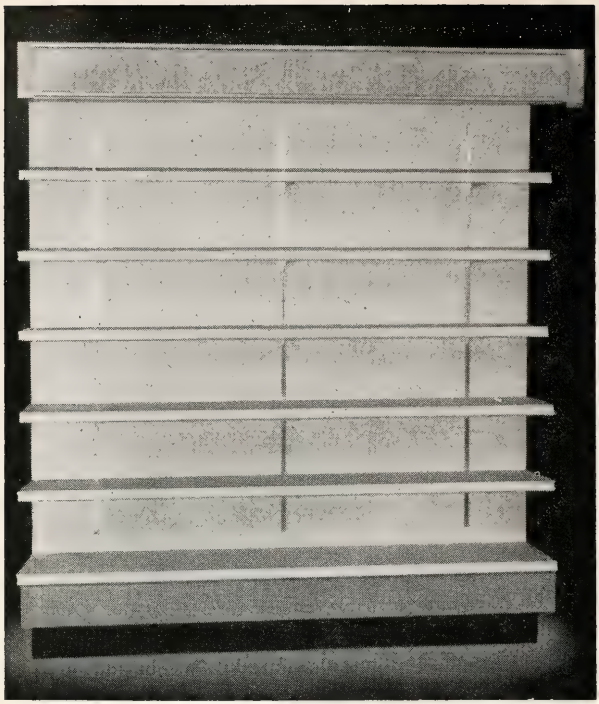
Sec. 1. After the words "shall apply to the Board of Pharmacy for registration" on line 7 and before the words "and it shall" on line 8, insert the following: "*on a form provided by the Board, which form shall show: (1) the full name and address of the pharmacy or drug store for which a permit is sought; (2) the name and address of the owner, or owners if it is a partnership, with the amount owned by each; the name of the officers, resident agent and all stockholders owning ten per cent or more of the stock if it is a corporation; (3) the name of the pharmacist-in-charge and the names of all other pharmacists who perform pharmaceutical service in the pharmacy or drug store for which application is made; (4) such other information as the Board of Pharmacy may deem necessary and proper for the consideration of the application. Upon evidence satisfactory to the Board that the provisions of this Article have been complied with and upon the payment of the fee prescribed in G.S. 90-60 of this Article, the Board may issue to the applicant entitled to receive the same the permit,—.*"

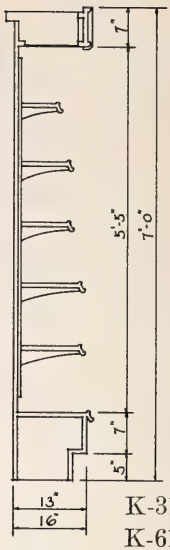
Note: The remainder of this Section will read the same as it presently does, which is as follows: "and it shall be unlawful for any drug store or pharmacy to do business until so registered. All permits issued under this Section shall expire on December 31 of each year."

Reabela Tablets $8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets $20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets $2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets $4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets $7.50 per 100
Reavita Capsules $34.80 Doz. 100s $28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA





K-312
K-616
SECTION

CONTINUOUS SELF-SERVICE OPEN DISPLAY WALL CASES

Our continuous style self-service open display wall fixtures are available in 13" and 16" depths. The five shelves are adjustable and fitted with a price tag moulding that becomes a part of the shelf itself. The shelves recede from the base, accomplished by using narrower shelves near the top.

The vertically grained hardwood apron and cornice set off the lacquer colored interior shelves. The base is recessed and black enamel finished. The cornice may be extruded and fitted with fluorescent lights. Lettered glass panels may be inserted into the cornice, or wood letters mounted on top, to identify departments.

The shelves in these continuous wall fixtures may be made interchangeable with the shelves on our Gondolas for maximum efficiency. Shelves may be equipped with glass bins to suit individual requirements.

Send for our complete catolog or free engineering service.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG **VIRGINIA**

Wins Top Prize with Mums

Pharmacist James E. Walters of Morven, whose picture appeared on our cover in December, won first prize and a blue ribbon for some bronze-colored mums (Mrs. David F. Roy) entered in the 16th Annual Pittsburgh Chrysanthemum Show, Pittsburgh, Pa.

Since the mums entered by Mr. Walters were competing were entries from all over the United States, winning first prize is considered quite an honor for the Tar Heel Pharmacist.

Mr. Walters "mum" garden is located alongside highway 52 in Morven. He has had outstanding success in growing the flowers, even the "hard-to-grow" varieties.

Now Assistant Dean

Dr. William J. Sheffield, now Assistant Dean of the University of Texas College of Pharmacy, was the subject of a sketch, "Meet the Professor," in the December 10 issue of *Drug Topics*.

A graduate of the UNC School of Pharmacy, Dr. Sheffield has been teaching in Texas for several years.

One Tablet: $1,000

For illegally selling one narcotic tablet for $15, a Greensboro negro paid a fine of $1,000.

Riggsbee Elected

Lloyd Riggsbee has been elected Master of the University (Chapel Hill) Lodge #408 of Masons for the coming year. Mr. Riggsbee, a former partner with Bud Fox at the Village Pharmacy of Chapel Hill, is now employed by the Duke Hospital Pharmacy of Durham.

Returns to Hickory

Harry Patton has returned to the civilian practice of pharmacy after having fulfilled his contract with Uncle Sam. He has accepted a position with the Medical Center Pharmacy of Hickory.

Most of Harry's 2-year tour of duty was with the U. S. Army Hospital, Fort McClellan, Alabama.

While stationed at the hospital, a pencillin formulation which he developed won a number of cash awards.

Rebecca Harper Wins National Horse Show Event

Miss Rebecca Harper, daughter of Pharmacist and Mrs. W. L. Harper of Hendersonville (Rose Pharmacy) took the top prize in the National Horse Show, held in Madison Square Garden, New York, this past fall.

Miss Harper won over sixty-seven contestants in the junior working hunter class, which was the largest class in the show and represented some of the best riders in the nation under eighteen years of age.

In the last three years, Miss Harper has taken 185 ribbons and over 50 trophies in horse shows held in Atlanta, Augusta, Aiken, Camden, Savannah, Charlotte, Greensboro and shows near her hometown of Hendersonville.

Drops Fountain

Extensive remodeling of the Guilford Drug Company, 100 South Elm Street, Greensboro, has been completed. The fountain was eliminated in the new set-up.

Dave and Bill Stang are managers of the pharmacy.

A NEW O-T-C ITEM

INCREMIN*

LYSINE-VITAMIN SUPPLEMENT LEDERLE

now in tablet form

STIMULATES APPETITES—STIMULATES SALES

- A natural for the problem-eater market
- Same outstanding formula that makes INCREMIN Drops a fast-seller
- Delicious • Easy-to-take-tablet • Caramel flavor
- Can be orally dissolved, chewed, or swallowed
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SELLING DISPLAY

Your order of 12 packages of INCREMIN Tablets will be shipped in an attractive counter display.
Regular Price...
Bottle of 30: $3.90

STOCK NOW TO START IMMEDIATE O-T-C SALES

Lederle LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY
PEARL RIVER, NEW YORK

*REG. U. S. PAT. OFF.

New Pharmacy Film Available

"For More Tomorrows," a new 16 mm. sound and color film describing the many pharmaceutical research and production operations at Lederle Laboratories Division, American Cyanamid Company, is now available for showing to pharmaceutical and lay groups.

The story of Lederle as depicted in the film, revolves around a young boy who has recovered from a serious bout with pneumonia, his mother, his doctor, a pharmacist and a pharmaceutical salesman. In answer to the boy's many questions about the drug responsible for his return to normal health, the Lederle salesman tells the history of antibiotic research; and in a series of short sequences describes the various operations of a pharmaceutical plant, from research and production to quality control, packaging, shipping and distribution.

Running time for the film is 27½ minutes. Prints can be obtained by writing to the Film Library, Lederle Laboratories Division, American Cyanamid Company, Pearl River, N. Y. Requests should be made at least three weeks in advance of the date the film is to be shown.

John C. Mills, Pharmacist

A recent issue of the *Forest City Courier* carried an interesting character sketch of Pharmacist John C. Mills of Cliffside. The article, written by Frank Jeter, Jr., was illustrated by a picture of Mr. Mills in his prescription department.

A native of Rutherfordton, Mr. Mills established the Mills Drug Company in 1930, and with the exception of a few days here and there, he has been on the job every day since the pharmacy opened.

Mr. Mills usual work schedule is seventy hours a week. Now that his son, John, a graduate of the University of North Carolina School of Pharmacy and licensed pharmacist, has returned home to assist his father, Mr. Mills may get his wish to try out that "forty hour week" he has heard about.

Active in local affairs, Mr. Mills was a charter member of the Cliffside Lions Club; has been a steward in the Methodist Church for 25 years; is now a trustee of the church.

Caustic Comments

The public expresses itself thusly:

"A lot of drug stores are old-fashioned and trashy; they give me the impression they shouldn't be entrusted with a prescription."

"A lot of drug stores are messy looking. They should be spotless considering the type of business they're in."

Pharmacists take little part in community affairs. They're too tied up in their stores. Too, they're an introverted lot and seem to avoid people."

"Many drug stores today are like cluttered miniature department stores and as such just do not inspire my confidence in and respect for the pharmacist as a professional man."

"Why should anyone study pharmacy and get bunions and varicose veins when he can study electronics and get rich?"

he's heard the call for . . .

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America's youngsters consume more VI-DAYLIN every day than any other liquid multivitamin made! Why? Lemon candy flavor! New supply? In 3-fl. oz., 8-fl. oz. and economical pint bottles.

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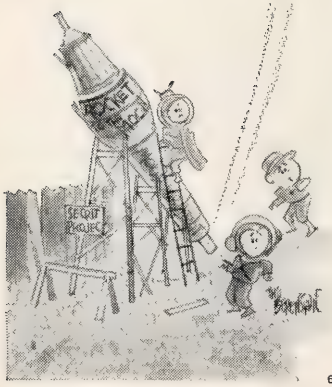

Each 5-cc. teaspoonful of VI-DAYLIN contains:

Vitamin A	3000 U.S.P. Units (0.9 mg.)
Vitamin D	800 U.S.P. Units (20 mcg.)
Thiamine Hydrochloride	1.5 mg.
Riboflavin	1.2 mg.
Pyridoxine Hydrochloride	0.5 mg.
Ascorbic Acid	40 mg.
Vitamin B_{12}	3 mcg.
Nicotinamide	10 mg.

and for infants... **VI-DAYLIN DROPS**

602113

Joint Committee Meets

Dental Formulary in Preparation

A joint committee selected by the president of the N. C. Pharmaceutical Association and the president of the N. C. Dental Society, meeting in Chapel Hill on December 13, decided to publish a "North Carolina Dental Formulary" in 1957.

Tentative plans for the Formulary call for 3,000 copies to be divided equally between members of the Pharmaceutical Association and the Dental Society.

The ten-man committee is composed of five pharmacists and five dentists. Dr. Ben F. Cooper, a faculty member of the University's Shool of Pharmacy, is chairman of the pharmacists; Dr. D. M. Getsinger, a practicing dentist of Chapel Hill, chairman of the five dentists appointed by the State Dental Society.

Individual members of the committe have been appointed to develop specialized parts of the Formulary, such as "How to Write a Prescription,"; a brief summary of the barbiturate and narcotic laws; common Rx abbreviations and weights and measures; useful prescriptions (classified); office supplies; emergency kit supplies and miscellaneous preparations.

Next meeting of the committee will be early in February. At that time, the subcommittees will report on the progress of their work.

Joint Committee of Pharmacists and Dentists working to establish a North Carolina Dental Formulary. Seated, L to R, Dr. Edward R. Burns, Dr. J. W. Gallagher, Claude Wheeler and Dr. L. M. Massey.

Standing, L. to R, Dr. Duncan M. Getsinger, Dr. Henry O. Lineberger, Jr., Ralph P. Rogers, Jr., Ben F. Cooper, W. W. Taylor and Howard Yandle.

He's Quite A Fellow

All his medicine is not pills: "People who are sick and people who care for the sick need closer relationship with Christ . . ."

By JIM MCALLISTER

At Cabarrus Memorial Hospital they think Rudy Hardy is quite a fellow.

And for good reasons.

"We just couldn't do without him; he's an inspiration to everybody," said one doctor.

Who is Rudy Hardy?

He is the modest young pharmacist at the hospital who, in addition to filling prescriptions, also helps fill another need at the hospital—the spiritual need.

Several years ago while working as pharmacist at Gaston Memorial Hospital in Gastonia, Rudy was teaching pharmacology to the student nurses.

He noticed that the students weren't paying much attention to the church, so he made up his mind to try to do something about it.

Well, he got terrific results. It wasn't long before the nurses themselves were taking part in the Sunday morning worship services and the mid-week vesper services.

In 1953 he moved to Cabarrus hospital and soon picked right up where he had left off in Gastonia.

On Sunday mornings Rudy is just as regular as clockwork at the hospital. He visits each ward and asks the nurses which patients are able to attend the services.

He extends a personal invitation to all of them to attend the half-hour service in the orthopedic clinic at 9:45 A.M.

Rudy usually leads the service; however, on several occasions student nurses have taken over.

A typical service consists of two hymns, a prayer, special music by the student nurses and a 15-minute talk.

Rudy and the student nurses give most of the talks, but in recent weeks Dr. John V. Arey and Dr. Robert L. McWhorter Jr., have been the speakers.

"This has been most encouraging," said Rudy, "and we hope to have more of our doctors speak at the services."

Another interesting feature at the hospital is the Tuesday evening vesper service for nurses. A different minister is invited in each week to make the talk.

Rudy is also advisor to the Christian Student Union at the hospital.

The purpose of this group is to promote religious activities in the school; to lead every student to affiliate with the church of her choice; to instill in each student the desire to become a Christian nurse; and to encourage each student, when off duty, to engage in activities that will help her grow spiritually, mentally, socially and emotionally.

That's a pretty large order. But Rudy has made a lot of progress in developing the nurses' spiritual program.

Why does he do these things? Why isn't he content to put in his day's work in the pharmacy lab and let it go at that?

Rudy explains it this way:

"I have an obsession which borders on

Rudy Hardy, whose picture appears on the cover, draws high praise from the MDs of Cabarrus County who say his spiritual work at the hospital is indispensable.

We are indebted to Jim McAllister, the author; to William Workman, news editor; and to Sam Braswell, staff photographer, for permission to reproduce this original article, which appeared in *The Kannapolis Daily Independent Magazine,* North Carolina's only locally edited newspaper magazine.

fear that I will not fulfill the opportunities that confront me.

"It thrills me beyond words that I am in a position as hospital pharmacist that provides me with so many opportunities for service among patients, student nurses and personnel alike.

"People who are sick and people who care for the sick need a closer relationship with Christ. I hope to have a hand in improving that relationship."

You can bet he does have a hand in it.

Rudy is constantly invited to speak to church and school groups in the area.

Here is a fellow who is overmodest. He goes out of his way to avoid publicity and taking credit for any of the things he has done at the hospital.

Rudolph W. Hardy was born in Everettes, N. C., a little town near Rocky Mount. He was graduated from Robersonville High School and entered the University of North Carolina in 1941.

He received his degree in pharmacy from Carolina in 1945 and immediately took a job in a drug store in Sylva.

During his five years at Sylva, Rudy met his future wife, Margaret. After leaving there Rudy studied hospital pharmacy at Duke University for two years before taking the job at Gastonia.

Rudy has always had a burning ambition to help other people.

"When I left the drug store I knew there was something else for me to do," he said.

Rudy says he doesn't have any idea how he ever got interested in pharmacy. His father ran a country grocery store. And none of his relatives or friends were pharmacists.

"It's a great mystery," he declared, "but I'm certainly glad now I did it."

He gets his greatest satisfaction from the patients who come to the Sunday morning services in their wheel chairs, pajamas and bathrobes and after it's over say: "Thank you, I certainly enjoyed the service."

GOODS ALL SOLD Lilly WERE WELL BOUGHT

Fist full of money

The best way to have a fist full of money is to have a store full of customers, and the best way to keep a store full of customers is to have what they want . . . when they want it. Let us help you maintain clean, fresh stocks so that you will never be "just out" to customers. Order from us in accordance with your current needs. Our stock is complete and comprehensive—our service fast and sure. Send your orders to us for competent handling and delivery.

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Durham, North Carolina

They're bringing the **vitamin business** back where it belongs...

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"Nationally-known vitamins of major pharmaceutical houses are really helping us do a job! Their advertising reminds my community that the *drug-store* is the *right* place to buy vitamins. We tie in with vitamin advertising of our own, promoting Vitamin Headquarters displays in our stores.

"And when the customers come in, our sales people are equipped to do an intelligent job selling *all* vitamins, thanks to the assistance of

in Wheeling, West Virginia.

Squibb, whose vitamin education program has helped us so much.

"During the first 9 months of 1956, we sold more vitamins than in *all* of 1955! And...'55 had been the best year we ever enjoyed!"

Jack D. Runner

Jack D. Runner, Vice President,
The C. H. Griest Company, Inc.

Your Squibb representative can help *you* make the most of your *professional* background to increase your vitamin sales, and meet the challenge of the supermarket and door-to-door salesman. Let him help you . . . soon!

SQUIBB *quality . . . the priceless ingredient*

Durham-Orange

Tranquilizing drugs were evaluated by Dr. J. W. Pearson of the UNC Medical School during a talk to members of the Durham-Orange Drug Club, held in Chapel Hill on December 4.

The meeting, held in one of Lenoir Hall's private dining rooms, was well attended by pharmacists from the two counties comprising the club's membership area.

The speaker, who was less than enthusiastic over some of the tranquilizing drugs, was introduced by Bill Taylor, Chief Pharmacist at the University Memorial Hospital.

Robeson Society Holds Christmas Party

The Robeson Pharmacists Society held its annual Christmas Party & Ladies Night in Lumberton on December 3.

Following dinner, Gordon Cashwell, Lumberton Postmaster, spoke to the group.

The ladies' dinner places were marked with Christmas corsages. Door prizes were awarded.

Hubert Rogers, president of the Society, presided.

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SPARTANBURG, S. C.

A Young and Growing Service Wholesale House, Owned and Operated by Registered Pharmacists

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IN QUALITY
IN PROFIT
IN CONSUMER SATISFACTION

FROM THE HOUSE OF LANCE®

Random Comments

By W. J. Smith

- It says here that people with no education are less likely to get headaches than medical students, 80% of whom suffer from mankind's most prevalent ill. Least susceptible to recurring headaches are farmers (this survey was not conducted among the tobacco farmers of the state, we assume).

- Graydon L. Walker, director of sales promotion for Parke, Davis & Company, says customers do not buy pharmaceutical products just because they are nicely packaged, but for the results the drug produce. Similarly, a customer who goes into a hardware store for a ¼ inch drill doesn't want a ¼ inch drill. What he really wants is a ¼ inch hole.

- Pharmacist writes he has found a solution to complaints about high prescription prices, particularly those qualifying for tranquilizers. "Tranquilized customers" are not allergic to the cash register, so states our pharmacist.

- MD, telephoning medication, says, "for the kidney." Pharmacist, not knowing patient had one kidney removed: "Doctor, don't you mean 'kidneys'?" MD: "What you running. A pharmacy or a grammar school?"

- Joe Stinx applied to the court for permission to change his name. The judge said he could understand; asked what name was preferred. "Sam," said the applicant, "I'm getting tired of people asking me: 'What do you know, Joe'?"

- Chancellor Robert B. House of the University of North Carolina, discussing "How old is old?" (Institute of Pharmacy, December 12) told this story about a balky mule.

  All efforts to get the mule to move having failed, a crowd of interested bystanders were discussing the situation. Along came an old negro man who indicated he might be able to get the mule moving.

  Grabbing up a handful of dirt, the old man rubbed a generous quantity in the mule's mouth. Prompt action was forthcoming. The mule started to move.

  Having met with success, the old man was queried about his treatment for a balky mule. "I don't rightly knows, boss," the old man replied, but I figured that dirt would change the color of the mule's thinking."

- This was not on our Christmas list, but in case you are interested, you can order a descented skunk from Spiegel, Inc. of Chicago.

- Field reporter says Dean Tainter's new pharmacy in Marion "is the most beautiful in the state." We understand the pharmacy will be formally opened to the public shortly after the new year gets underway.

- Comes this ray of sunshine from the *Sunshine Magazine:* "Ten thousand people are killed by intoxicating liquor where only one is killed by a mad dog. Yet we shoot the dog and legalize the liquor."

- Does this sound familiar?: "We interrupt this program to bring you news of the greatest catastrophe in the history of mankind; but first a word from our sponsor."

- For postmen with dogs on their route who act unfriendly-like we suggest one of the tranquilizing drugs, or perhaps a big stick would be in order.

- Progress: One-teacher schoolhouses numbered 149,000 in 1930; now numbers less than 40,000.

- One thing you can learn by watching the clock is that it passes the time by keeping its hands busy.

- Pharmacist, stopping by lake, observed stranger catch and throw back several large bass. When asked about this, the stranger shrugged: "Small frying pan."

For allegedly passing "inhalers" into the Central Prison at Raleigh, a guard is under bond for $5,000. According to a report from the State Bureau of Investigation, convicts got "doped up" by dissolving the contents of the inhalers in coffee and drinking it.

* * * *

Insurance Commissioner Charles F. Gold has ruled the present rates on surgeons' malpractice liability insurance will remain in effect. The National Bureau of Casualty Underwriters had asked for a rate increase of 7.4 per cent, which followed an authorized rate increase of 50% in 1954.

* * * *

The Derita Drug Company, Derita, has been incorporated with the following owners: Victor Riggsbee, Thomas McFarland and Graham Dimmick, Jr., all of Charlotte.

* * * *

Two-year-old David Lee Painter of Cleveland ate 42 aspirin tablets; was rushed to a Salisbury hospital where his stomach was pumped. Result: David has no headache (he's as chipper as ever) but his parents are in the market for an additional supply of—you guessed it—aspirin tablets for a grievously upset family.

* * * *

Mrs. Kelly E. Bennett, wife of Pharmacist-Senator Bennett of Bryson City, is recuperating at her home after a 10-day stay in Chapel Hill's Memorial Hospital.

Watts Hospital pharmacist Gerald M. Stahl substituted for vacationing Oscar Smith of Pilot Mountain the week immediately following Christmas.

* * * *

Archie Millis, U. N. C. Pharmacy Graduate of 1936, has been appointed Assistant Manager of the Veterans Administration Hospital, Durham. Mr. Millis has been connected with the Veterans Administration in various capacities for the past ten years.

* * * *

V. F. Smith, retired Searle medical service representative, returns to the active practice of pharmacy as the owner of the Pleasant Garden (NC) Drug Store, which Bill Barton sold prior to opening a new super store in Greensboro.

For a short time, Mr. Smith tried his hand at selling real estate, but the tightening up of mortgage money put his prospects into the deep freeze, at least temporarily.

* * * *

Paul E. Tart, for the past 18 months an employee of Bender's Drug Store, Fayetteville, is now with the Parkview Drug Company, Kinston.

* * * *

E. K. Turnbull has transferred from Suttle's Drug Store, Shelby, to Smith's Drug Store, located around the corner from his former working home.

* * * *

An addition to the pharmacists of Albemarle is J. A. Betts, formerly of Lumberton, but now an employee of the K & L Drug Store.

* * * *

Jarman's Pharmacy of Wilmington has been incorporated with capital stock of $100,000, subscribed stock of $300 by G. L. Carroll of Wilmington and L. E. and Edith Bunch of Goldsboro.

* * * *

Frank Cline, Curlee Cline and Helen Davenport, all of Concord, are the incorporators of the Beverly-Mar Drug Company.

A NEW PRODUCT SPELLED

PEN·VEE·*Cidin*

Penicillin V with Salicylamide, Promethazine Hydrochloride, Phenacetin, and Mephentermine Sulfate

SPELLS

BIG PROFITS

Fast Turnover **High Prestige**

PEN·VEE·*Cidin* will mean *big profits* to you because it will be a *big-volume product.* Doctors will be prescribing it for the *symptomatic relief of the common cold, pharyngitis, tonsillitis, streptococcal sore throat, sinusitis,* and *many other infections.*

And don't forget, PEN·VEE·*Cidin is backed by Wyeth promotion. This means:*

- *Detailing to the doctor*
- *Medical-journal advertising*
- *Direct-mail promotion*
- *References in clinical papers*
- *Convention exhibits*

What is PEN·VEE·*Cidin?* PEN·VEE·*Cidin* is a capsule that combines:

Penicillin V
Salicylamide
Phenergan®
Phenacetin
Wyamine®

Supplied: Capsules, bottles of 36.

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THE FIRST (1897-1898) PHARMACY CLASS TO ENROLL IN

)L OF PHARMACY, UNIVERSITY OF NORTH CAROLINA

Manufactured exclusively
in North Carolina
Since 1910

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How Pharmacists in North Carolina Feel About Practical Experience

By H. C. McALLISTER, Secretary-Treasurer, North Carolina Board of Pharmacy

In an effort to assist the National Association of Boards of Pharmacy to determine how the practicing pharmacists of the United States feel about the requirement of practical pharmacy experience before licensure (a requirement in all states at present), the Board of Pharmacy undertook to make a survey in North Carolina. One thousand questionnaire forms were mailed to pharmacists on the active roster of the Board. These were sent to practicing pharmacists selected at random from the list, which meant omitting approximately every third name. The number of replies to this questionnaire was amazing. Of the one thousand sent out, six hundred and fifty three had been returned at the time of tabulation. (A number have been received since that time.) This represents a return of 65.3%. When it is considered that a return of 25% is good, the results obtained from this survey must be credited as being excellent. One can only infer that our pharmacists have a lively interest in this subject, and from studying the opinions tabulated below, they think it is a matter of great importance.

As an added bit of information to be gathered from the survey, the questionnaires sent to the several groups with different educational backgrounds were marked so that they might be identified as to the group upon their return. The purpose of this aspect of the survey was to determine if those pharmacists who had acquired their professional training largely through practical experience might have a different opinion about practical experience for those who had spent, say, four years in the School of Pharmacy. These questionnaires were sent in the same ratio as the pharmacists with varying qualifications appeared on the roster. The table below indicates the number sent out, the number returned and the percentage return in each category.

Group	Sent out	Returned	% Returned
Non-Graduates	199	122	61.3
2 Year Graduates...	186	126	67.7
3 Year Graduates...	107	67	62.6
4 Year Graduates...	508	338	66.5
Total & Average..	1000	653	65.3

If the assumption that the number of questionnaires returned is an indication of the interest which the pharmacists have in the subject of practical experience, the 65.3% return would mean that they consider this aspect of the pharmacist's training as extremely important. When the groups are considered separately, it is noted that the same conclusion can be drawn, since the maximum variation between the highest and lowest percentage return was only 6.4%. There seems to be no significant difference in the importance which the pharmacist with different educational and experience backgrounds view the requirement of practical experience.

The first question in the survey sought to determine whether the pharmacists felt that our present graduates should be compelled to acquire any practical experience in addition to graduation from college and prior to registration. It was stated as follows: "Do you think it is essential that persons who graduate from a college of pharmacy should be compelled to acquire some practical pharmaceutical experience prior to the time of examination and licensure as a pharmacist? Yes ... No ...." Six hundred thirty three, or 97% of those replying, stated that the graduate should acquire some practical experience prior to licensure. This unusually high figure in favor of practical experience supports the conclusion drawn above regarding the importance the pharmacists attach to this qualification. Only twenty, or 3%, of those replying felt that the graduate was qualified for admission to the

(Continued on page 33)

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PRACTICAL EXPERIENCE

examinations and licensure upon graduation.

The next point which the survey sought to establish was the amount of practical experience the candidate for license should acquire before being registered. The question was: "Number of months of practical experience that should be required—12 months . . 6 months . . ." Five hundred fifty five stated it should be twelve months. Fifty eight thought it should be only six months. Twenty other respondents indicated lengths of time other than those stated in the question. One stated only three months (after graduation) was necessary. Two stated nine months, and the remaining seventeen thought either eighteen to twenty-four months would be necessary to properly qualify the candidate for license. It is interesting to note that 88% of those replying thought that the student should receive twelve or more months of experience.

Of interest is the attitude of those with varying educational backgrounds toward the amont of experience to be required. Those who believed the student should receive twelve months or more were as follows: 4 year graduates—95%, 3 year graduates—86%, 2 year graduates—89.4%, non-graduates—85.2%.

The results obtained from the answers to questions 1 and 2 establish without doubt that an overwhelming majority of our pharmacists believe that practical experience is an essential part of the pharmacist's training and to a slightly less degree they feel that this practical experience should extend over twelve months or more.

It seems to be significant that the four year graduates felt more strongly than any of the other groups that the practical experience should extend over twelve months or more. It is inferred from this that although this group has had the benefit of superior pharmaceutical education, the four years graduates believe that there must be some effective means of translating their formal knowledge into terms of actual practice.

The remainder of the questionnaire sought to get opinions on when the practical experience should be acquired. A wide variety of answers were given to these questions and no clear-cut opinions can be established as to the time when practical experience should be acquired with the exception of the periods during summer recess and after graduation. Interpretation of these results is further complicated by the fact that some respondents answered questions which seem to be in conflict. It is assumed that these were meant as alternate answers. The results are as follows:

"3. Should some experience acquired prior to enrollment in a college of pharmacy be computed as part of required experience?"

Yes—320 No—302 No opinion—11

Those answering "yes" to the above question indicated the number of months to be allowed as follows:

1-3=82 6-9=3 No stated amount=135
3-6=64 9-12=24

"4. Should some experience acquired while attending college of pharmacy be computed as part of required experience?"

Yes—380 No—248 No opinion—5

Those answering "yes" to the above question indicated the number of months to be allowed as follows:

1-3=82 6-9=3 No stated amount=24
3-6=57 9-12=24

"5. Should some experience acquired when college is in recess for holiday vacations be computed as part of required experience?"

Yes—305 No—326 No opinion—2

Those answering "yes" to the above question indicated the number of months to be allowed as follows:

1-3=73 6-9=2 No stated amount=204
3-6=16 9-12=11

"6. Should some experience acquired when college is in recess for summer vacations be computed as part of required experience?"

Yes—570 No—50 No opinion—13

Those answering "yes" to the above question indicated the number of months to be allowed as follows:

1-3=88 6-9 =58 No stated amount=281
3-6=112 9-12=32

"7. Should some experience acquired after

(Continued on page 35)

MILES LABORATORIES WILL AWARD

$100.00 EVERY MONTH

to druggists and drugstore employees for any "PROFIT-MAKING IDEAS" we publish

As a service to the Retail Druggists of America, Miles Laboratories will publish a monthly series on "Profit-Making Ideas". The first in this series will be published in the April issue of this magazine. We sincerely hope many druggists will try these ideas that appear in this series to increase their store traffic and profits.

Send us any idea (*it does not necessarily have to concern Miles' products*) that has increased profits for your store. It can be about promotion, merchandising, display, purchasing or anything that concerns drugstore operations. All ideas sent in become the property of Miles Laboratories, Inc., to be used as it sees fit. Send in your ideas now. Yours may be the first to appear in this series.

Send in your
"PROFIT-MAKING IDEAS NOW!
Include your WHOLESALE SALESMAN'S name & compa so he can get $50.0 if your idea is published!

MAIL ALL IDEAS TO:
MILES LABORATORIES, INC.
DEPT. TC-1, ELKHART, IND.

Watch the Alka-Seltzer ad in the April issue of this magazine for the 1st in the "PROFIT-MAKING IDEA" series

MILES LABORATORIES, INC.
Elkhart, Indiana

Partner of the Retail Druggist for more than 70 years

PRACTICAL EXPERIENCE

graduation from a college of pharmacy be mandatory?''

Yes—344 No—276 No opinion—13

Those answering ''yes'' to the above question indicated the number of months to be allowed as follows:

1-3=51 6-9=32 No stated amount=87
3-6=117 9-12=64

As stated above, there appears to be a fairly well fixed opinion among pharmacists as to whether practical experience should be allowed during summer recess in college and the requirement that experience after graduation. These opinions vary slightly among the groups with varying educational backgrounds. For that reason the answers of the several groups are broken down as follows:

Question No. 6.	Yes	No	No opinion
4 Year Graduates	304 (89.9%)	27	2
3 Year Graduates	55 (82.9%)	7	2
2 Year Graduates	109 (86.5%)	8	4
Non Graduates	102 (83.6%)	8	5

Of those answering ''yes'' to the above question, the number of months to be allowed are indicated as follows:

	4 yr. Grad.	3 yr. Grad.	2 yr. Grad.	N.G.
1-3 months	38	11	14	16
3-6 months	8	10	20	14
6-9 months	2	4	5	3
9-12 months	2	3	4	5
No stated amount	83	27	66	64

Question No. 7.	Yes	No	No opinion
4 Year Graduates	203 (60%)	126	4
3 Year Graduates	31 (46.6%)	32	1
2 Year Graduates	53 (42%)	65	3
Non Graduates	57 (48.3%)	53	5

Of those answering ''yes'' to the above question, the number of months to be allowed are indicated as follows:

	4 yr. Grad.	3 yr. Grad.	2 yr. Grad.	N.G.
1-3 months	38	5	5	3
3-6 months	87	15	14	1
6-9 months	11	0	2	19
9-12 months	28	7	10	12
No stated amount	39	4	22	22

The opinions as registered by the answers to these two questions indicate that the pharmacists feel that college training is essential for the candidate for license to get the most from his practical experience. It is noteworthy that a majority (52.37%) of all the pharmacists replying feel that some experience after graduation should be mandatory. It is of particular interest to note that this majority is accounted for by the 4 year graduate group since the majority of the other three groups did not feel that post graduate experience should be mandatory. It should be noted, however, that the percentages in all the other groups who favored postgraduate experience were high, representing an almost even difference of opinion.

Conclusions:

1. Ninety-seven percent of all practicing pharmacists feel that the practical pharmacy experience requirement for license is a proper qualification.
2. Eighty-eight percent feel that the period of experience should continue over one year or more.
3. There is a difference of opinion as to whether practical experience before and during pharmacy college attendance as well as the periods during holiday vacations should be allowed toward the fulfillment of the practical experience requirement.
4. A large majority of pharmacists feel that experience gained during summer recess is acceptable. This might also be interperted to mean that the candidate for license should acquire some pharmacy training before gaining practical experience.
5. The majority of the graduates of the four year college training program feel that practical experience gained after graduation should be mandatory. Opinion among the groups with other educational backgrounds was about equally divided on this question with the majority feeling that postgraduate experience should not be mandatory.

Top: Carl F. G. Meyer, III, newly elected president of the National Wholesale Druggists' Association at its 82nd annual meeting in Hollywood Beach Hotel, Hollywood, Fla., is shown (seated, center) being greeted by NWDA past president. Meyer is president and general manager of Meyer Brothers Drug Co., wholesale druggists in St. Louis, New Orleans, Little Rock and Memphis. Shown with him were (seated, l. to r.) Jack Kitchen, George Van Garder, P. A. Hayes and James W. Roberts. Shown (standing, l. to r.) were Herman C. Nolen, Charles D. Doerr, James E. Allen, Robert M. Morrison, J. Arthur Lambert, William J. Mooney and George W. Kaufman.

Center: 14-room memorial clinic building erected at Manteo by Fearing's, Inc. and leased to Dr. W. W. Harvey, Jr. is shown. Pharmacist Keith Fearing, one of the owners of the clinic building and operator of the pharmacy on Roanoke Island, said one great sadness marred the opening of the clinic: his father, who had watched the building progress from the planning stages to its near completion, passed away just twelve days before the opening date.

Bottom (left): Consistent with Squibb's campaign to keep vitamin business in the drug store, the firm offers attractive book matches, reminding the consumer that his pharmacist is his qualified representative for dispensing health products. The matches are available to druggists in cases (2,500 books to the case) at cost, through the Squibb salesman.

Bottom (right): Will Rogers, Jr., son of the famous humorist, is shown with one of the display panels from the National Wholesale Druggists' Association's latest drug merchandising program, known as "P. S."

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Med. Dept. (7011)
U. S. Army Disp., Ft. Myer
Arlington 11, Virginia

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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

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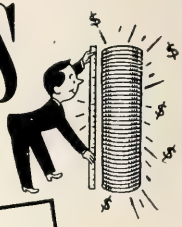
of DURHAM, NORTH CAROLINA

you know, BUT...
do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS
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100 TABLETS

...a better value for your customer!

Recommends Tax of $250

Dear WJ:

As a means of combatting the inroads being made on our drug and drug sundry sales by supers, door-to-door peddlers and others, I suggest the NCPA Legislative Committee consider amending our tax laws somewhat in this fashion:

For privilege of handling drug and drug sundry products, tax at the rate of $250 a year. I would be glad to pay such a tax as it would help to eliminate some of these outfits servicing grocery stores on a consignment basis.

If the tax setup is to be changed, as our Governor advocates, now seems to be the proper time to act.

Fred M. Moss
Moss Rexall Drugs
1051 West Franklin Avenue
Gastonia, North Carolina

Note: If you desire to express yourself on this question, send your comments to W. J. Smith, Box 151, Chapel Hill, who, in turn, will bring your communication to the attention of the NCPA Legislative Committee.

Impressed with Year Book

Dear Mr. Smith:

"I seldom take the time to write letters to compliment individuals upon publications, but I was so impressed with your Year Book I just couldn't miss the opportunity. You have done, in my opinion, an outstanding job and I have enjoyed reading it. I think your cover is one of the most attractive I have seen in a long time."

W. E. Powers, Secretary
National Pharmaceutical Council

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Penicillin G Potassium Tablets—Buffered—Flavored

	50,000 Units	100,000 Units	200,000 Units	250,000 Units
Box of 12	$0.33	$0.60	$0.94	$1.22 ea.
72 boxes of 12	0.30	0.56	0.89	1.17 ea.
144 boxes of 12	0.27	0.52	0.83	1.11 ea.
Bottle of 100	1.80	3.00	6.00	7.50 ea.
12 bottles of 100	1.70	2.78	5.67	7.22 ea.
24 bottles of 100	1.56	2.61	5.44	7.00 ea.

Penicillin G Potassium Tablets—Soluble—Effervescent

	50,000 Units	100,000 Units	200,000 Units	250,000 Units
Bottle of 100	$2.33	$3.78	$6.78	$8.00 ea.
12 bottles of 100	2.22	3.67	6.44	7.66 ea.
24 bottles of 100	2.11	3.56	6.11	7.33 ea.

DISCOUNT—10% on orders of $20.00 or more.
PREPAID—On orders of $40.00 or more.

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Supplied	Product No.	Price to Pharmacy	Suggested Retail Price
MODERIL TABLETS 0.25 mg., oval, scored, yellow bottles of 100	2818	$ 4.72	$ 7.87
bottles of 500	2820	21.63	36.05
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*Trademark

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Marriages

Overton-Smith

Eugenia, daughter of Mr. and Mrs. John Tyler Overton of Southern Pines, to Michael Cuming Smith, at Southern Pines, December 7.

Martin-Rogers

Betty Ruth, daughter of Mrs. Joseph Byron Martin, to Joseph Clinton Rogers, son of Pharmacist and Mrs. Ralph P. Rogers, Sr., of Durham, at Saint Mary's Episcopal Chapel, Raleigh, December 29.

Edwards-Semeniuk

Miss Dorothy Sylvia Joyce Edwards and Dr. Fred Theodor Semeniuk were married December 29 at Toronto, Ontario.

The couple will make their home in Chapel Hill where Dr. Semeniuk, as a faculty member of the UNC School of Pharmacy, has served for a number of years.

Gardner-Courts

Miss Ellyn Marie Gardner of Gibson and Ben Carter Courts of Reidsville were married December 20 at the Gibson Baptist Church in Gibson.

Mrs. Courts, a graduate of the UNC School of Pharmacy, Class of 1956, has been employed by Eubanks Drug Store, Chapel Hill. The groom is completing his final year in Pharmacy at Chapel Hill.

Births

Susan Zachary, to Mr. and Mrs. W. J. Swan, November 30, 1956. Mr. Swan, a graduate of UNC School of Pharmacy, is practicing in Tampa, Florida.

Deaths

Stanback

Mrs. Della Ingram Stanback, age 97, mother of Thomas M. and Fred Stanback, operators of The Stanback Company, Salisbury, died December 2 at the home of a daughter, Miss Eleanor Stanback, in Miami, Florida.

At the time of her death, Mrs. Stanback was the oldest living alumna of Greensboro College.

Miller

Charles A. Miller, representative of Eli Lilly and Company in Burlington, North Carolina, died December 3. He was forty-two years old.

Mr. Miller had been located in North Carolina since 1952, when he returned from a second tour of duty as an officer with the United States Navy. Previously, he had represented Lilly in Chattanooga, Tennessee, from his employment in 1947 until he went on military leave in 1950.

A native of Georgia, Mr. Miller was born in Gainesville on April 21, 1914. He was graduated from Athens High School and studied pharmacy at the University of Georgia. After becoming a registered pharmacist in 1936, he had been employed by Selman's Pharmacy (sold in 1946 to Wheeler's Pharmacies) in Atlanta until he joined Lilly in 1947. His first period of service with the Navy was from 1941 until 1945.

The widow, Joan P. Miller, and a son, Stephen M., survive.

Stainback

Theodore E. Stainback, 62, died of a heart attack at his home in Norfolk on December 9. A native of Raleigh and graduate of Page's School of Pharmacy, Mr. Stainback worked in Kinston and Henderson prior to moving to Virginia.

Roberts

Hubert Earl Roberts, 60, operator of Roberts Pharmacy, Marshall, died November 27. Originally registered in Tennessee, Mr. Roberts was licensed in North Carolina by examination in 1941.

Rittenbury

Rom Sanford Rittenbury, 62, died December 21 in Roxboro. He had been ill for six months. Licensed in 1932, Mr. Rittenbury had operated pharmacies in Bailey and Charlotte, his last position before retiring in August being with the Southside Pharmacy of Charlotte.

Scruggs

B. P. Scruggs, Rutherfordton, died December 18. He was owner-manager of the Rutherfordton Drug Company.

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Solid oak bookcase to house rare books on pharmacy is shown in background. Presente by the Woman's Auxiliary of the NCPA, the organization's president, Mrs. P. V Kendall of Charlotte, and Immediate Past-President, Mrs. William P. Brewer, are shov with UNC Pharmacy Dean E. A. Brecht, who officially accepted the case on behalf the Pharmacy Library.

DOINGS

OF THE AUXILIARIES

REPORTERS

Charlotte—Mrs. James A. Wolfe
Wilmington—Mrs. A. J. Simeone
Greensboro—Mrs. J. A. Ranzenhofer
High Point—Mrs. J. Louis Coble
Raleigh—Mrs. Romas T. White, Jr.
Winston-Salem—Mrs. John Holland
Pharmacy Wives—Mrs. Paul Stevenson
Alamance—Mrs. C. A. Wharton
Rowan—Mrs. E. R. Fuller

Charlotte

Amidst pixies atop pumpkins filled with ll flowers, the Charlotte Druggist Auxili- y held its November meeting in Efird's ivate dining room. The decorations were ne by Mrs. R. L. White and Mrs. F. F. tter.

Several delightful readings, among them a ndensation of the novel, *Revolt of Mother* Mary E. Wilkins Freeman, were given Mrs. Harold L. Robertson, our speaker, o was introduced by Mrs. Gilbert Colina, ogram Chairman.

The devotional was given by Mrs. W. B. awfield. Mrs. T. E. Whitehead, Member- ip Chairman, introduced Mrs. Paul Insch, w member, and the following guests: esdames Frank Boyd and Phil Hawfield. oor prizes were won by Mesdames J. A. tanese, Bland Robinson, and W. B. Haw- ld.

With the Yuletide spirit prevailing roughout, the Charlotte Druggist Auxiliary ld its December meeting in Efird's private ning room. A very inspiring devotional s given by Mrs. Leslie E. Barnhardt. . Henry Parker, accompanied by Mrs. rry Rogers, sang "Holy City," after ich the members sang carols.

Tables were beautifully decorated with ie Christmas trees surrounded by pink d white angels, and in one corner a tree der which were presents the members ex- anged. Each member also brought a toy to be sent to the children in the Good Samaritan Hospital, an annual custom of our Auxiliary. Decorations were in charge of Mesdames M. W. Stone, J. W. Bennick, E. H. Hemmle, and Hugh Singleton. We were happy to have with us at this Christmas meeting eleven guests, who were introduced by Mrs. J. A. Monroe.

Wilmington

The Woman's Auxiliary of the Wilmington Drug Club held its November meeting at the home of Mrs. D. B. Seitter, with Mrs. W. R. Adams, co-hostess.

The President, Mrs. Simeone, presided over the business session. She thanked the members who took part in the "Get Out The Vote" campaign.

A guest, Mrs. R. B. Franks, was welcomed.

Mrs. R. E. Carter gave a report of the results of the Turkey Raffle. She then offered her resignation as chairman of the Ways and Means Committee, since her husband has accepted a position in Winston-Salem.

A Christmas fund to help a needy family was decided upon, and Mrs. George Turner was appointed chairman of the investigating committee.

Mrs. Pinkney Heaton and Mrs. R. E. Carter, Jr. won prizes in the games which followed.

Pharmacy Wives

A December 14 Christmas Party, sponsored by The Pharmacy Wives of Chapel Hill, was attended by members of the organization, their husbands and children, faculty of the School of Pharmacy and special guests.

Held in the Institute of Pharmacy amid a holiday decorated tree, a festive spirit prevailed among those in attendance. After Santa Clause had distributed gifts, punch and cookies were served.

The party concluded with a Christmas song festival.

Rowan

The December meeting of The Rowan Druggist Auxiliary was held in Salisbury at the Yadkin Hotel.

(Continued on page 44)

A pink sleigh filled with dried flowers and Christmas ornaments centered the luncheon table.

Mrs. Edwin Fuller, president, presided and introduced Mrs. Edward Redmon as a new member.

Winston-Salem

The Apothecary Club of Winston-Salem joined the Winston-Salem Drug Club for a Christmas party at the Twin City Club, Dec. 6, 1956. It was quite a festive affair with dinner served by candle light and music for dancing furnished by Reggie Marshall. Arrangements were made by Mr. Les Myers, president of the Drug Club, Mrs. Myers, Mr. Charlie Davis, program chairman of the Drug Club, Mr. Davis, program chairman of the Apothecary Club, and Don Joyce, publicity chairman of the Drug Club.

A number of door prizes were donated by pharmaceutical representatives who are members of the Drug Club.

Due to the get-together offered by the dinner-dance, no business meeting was held for December.

The January meeting of the Apothecary Club was held Thursday evening, January 3, 1957, at the home of the E. E. Merchants, Jr., 210 Loche Dr., with 17 members in attendance.

The meeting was called to order by the president, Mrs. Leon Cahill. After roll call, minutes from the November meeting, and treasurer's report, reports were heard from the various standing committees. It was decided to send a donation to the March of Dimes and to give monetary assistance to a local boy presently enrolled in Pharmacy School, University of North Carolina.

Mrs. B. G. Warren, Mrs. C. F. Ridenhour and Mrs. Les Myers were appointed to present a slate of officers for 1957-58.

The birth of a son to Mr. and Mrs. Bruce Woosley was announced. Connie is a past president and former member of the Apothecary Club.

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HOWELL HALL HAPPENINGS

The members of the faculty and staff of e School of Pharmacy take this opportnity to wish each and every one of the umni and friends of the school a Happy d Successful New Year.

Dean E. A. Brecht presented two half-ur programs on First Aid and Artificial spiration for high school science classes Channel 4 on November 27 and December He was assisted by five fourth-year dents: Dean Butler of Morganton, Ben llock of Creedmoor, Harold Carter of elford, William Foster of Greensboro, and hn Nance of Charlotte.

In late November the students in Pro-ssor F. C. Hammerness' Drug Store Man-ement class visited the Peabody Drug mpany in Durham to learn and see the eration of wholesale service in the phar-ceutical field.

The program of the meeting of the rham-Orange Drug Club on December at Lenoir Hall was arranged by Mr. W. Taylor, Instructor of Hospital Pharmacy. J. W. Pearson, Instructor of Pharma-ogy, spoke on the evaluation of the tran-ilizing drugs. The meeting was attended faculty members E. A. Brecht, Earl T. own, Ben F. Cooper, F. C. Hammerness, l Sigurdur Jonsson.

Miss Alice Noble, Librarian and Archivist, anged a colorful Christmas display in J. F. Andrews Memorial Case in the rmacy library. The religious background Christmas was emphasized.

Pharmacist W. L. Lamar of Denton sented three more old patent medicines the pharmacy school museum: Mystic of Joy, Lane's Brain Relief, and rphree's Cholera and Diarrhoea Cure. se packages were collected by him on a nt trip in Alabama.

Lectures by guests to the new students in roduction to Pharmacy were completed on ember 3 by W. J. Smith, Secretary of the th Carolina Pharmaceutical Association on December 10 by Mr. H. C. Me-ister, Secretary of the North Carolina rd of Pharmacy. Previously lectures were given by each of the faculty of the school and by the librarian.

On December 13 the faculty wives of the School of Pharmacy, School of Library Science, and University Library served as hostesses for the fall tea of the University Faculty Women's Club in the Morehead Planetarium. Mrs. E. A. Brecht served as chief hostess and was aided by Mesdames Hazel Cooper, Shirley Hammerness, Bette Taylor, Juanita Rose, Viola Jacobs, and Miss Alice Noble.

The Pharmacy Wives held their annual Christmas Party at the Institute of Pharmacy on December 13. Invited guests included husbands and children and the faculty and graduate students of the school. Items of food were contributed for a needy family of the community.

Donald J. Miller, fourth year student from Raleigh, made a trip by air to spend the day at the Headquarters Building of the American Pharmaceutical Association on December 14 to confer on the program and arrangements for the national meeting of the Student Branch in New York City, April 28 to May 3. He was most enthusiastic about the convenience of air travel and the successful completion of this early duty as chairman of the National Student Branch.

Dr. F. C. Hammerness has been elected to the Church Council of the Lutheran Church in Chapel Hill.

Dean E. A. Brecht represented the School of Pharmacy at the inauguration of Dr. Robert Blackwell Smith, Jr. as President of the Medical College of Virginia. This highest honor is most pleasing for a man who is the son of a pharmacist, a pharmacist, and former dean of the School of Pharmacy of the Medical College of Virginia.

The progress report and solicitation for contributions for the North Carolina Pharmaceutical Research Foundation on December 17 was sent on the exact tenth anniversary of the filing of the Articles of Incorporation. It was announced that plans

(Continued on page 46)

for the immediate future include a celebration of this tenth anniversary by a meeting of pharmacists on the campus in late March.

The evening of December 18 was a busy one with three student functions scheduled as follows: The Pharmacy Senate met at 7:00 where a discussion was led by Maurice E. Underwood, fourth year student from Wilmington on ways and means for pharmacists to encourage high school students to study pharmacy and the other sciences. The Student Branches of the North Carolina Pharmaceutical Association and American Pharmaceutical Association met at 8:00 to be addressed by David McGowen of Chapel Hill, Medical Representative for Eli Lilly and Company. He discussed the development of new medicinals and the work of medical sales representatives. The Kappa Psi Fraternity held its annual Christmas party following the meeting of the Student Branches.

F. Herman Cline and Homer C. Starling re-elected directors of the North Carolina Pharmaceutical Research Foundation

F. Herman Cline of Charlotte and Homer C. Starling of Raleigh have been re-elected to four year terms as directors of the North Carolina Pharmaceutical Research Foundation by the directors. Previously, the members of the North Carolina Pharmaceutical Association re-elected Paul B. Bissette, Jr., of Wilson, E. C. Daniel of Zebulon, and W. B. Gurley of Windsor. One new director was elected, John C. Hood, Sr. of Kinston. These four-year terms as directors began at the annual meeting early in February.

Hospital Pharmacists Elect

Claude U. Paoloni, Chief Pharmacist of The Moses H. Cone Memorial Hospital, Greensboro, has been elected president of the N. C. Society of Hospital Pharmacists for the coming year.

Other officers are Oscar J. Rodgers of Salisbury, vice president; Jeanette Hunter of Shelby, secretary; and Wade Carter of Gastonia, treasurer.

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Clinical studies continue to confirm physician and patient preference on basis of palatability and efficacy.

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Extended action tablets of Codeine with Donnatal. For the first time, 10-to-12-hour uninterrupted pain relief on a single tablet dosage.

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Another First

Picture of First U.N.C. Pharmacy Class Presented to N.C.P.A. by Mrs. Suttle

Through the thoughtful generosity of Mrs. Julius Suttle of Shelby, we are able to reproduce (center) a picture of the first (1897) pharmacy class to enroll in the just-organized School of Pharmacy at the University of North Carolina.

Mrs. Suttle's husband, Julius Albert, who for many years operated a retail pharmacy in Shelby and which is now under the management of his son, was a member of the class. The picture, carefully preserved over the years, was presented to the NCPA by Mrs. Suttle. It is being framed and will occupy a prominent spot in the Institute of Pharmacy along with some other "firsts."

The picture presented to the NCPA by Mrs. Suttle is believed to be the sole print remaining of whatever copies the photographer turned out. We do know that Miss Alice Noble has over the years attempted to locate pictures of the first two classes ('97-'98 and '98-'99) without success, hence you can understand our elation over the acquisition of this latest addition to our historical archives.

Mr. Suttle, standing, third from left, is the only person so far identified in the rear row. The six persons shown seated are, left to right, Thomas Paul Webb, Thomas W. Kendrick, Dean Edward Vernon Howell, Dr. Venable and Professor Charles Baskerville.

Exact date when the picture was taken is not known but May of 1898 has been suggested as the logical time.

The NCPA will appreciate assistance towards complete identification of all students appearing in the picture. Write W. J. Smith, Box 151, Chapel Hill.

Members of the Class of 1897-1898 were: Samuel Perry Boddie, Laurel; Clarence Morse Gage, Asheville; Polk Cleburne Gray, Mooresville; Richard Thorpe Gregory, Stovall; and Charles Dayton Gruver, Stroudsburg, Pa.

Thomas Williams Kendrick, Shelby; Louis Clarence Kerner, Henderson; Harvey Cooper McKay, Dunn; William Jackson Patterson, Chapel Hill; Robert Edward Lee Skinner, Enfield; and Charles Henry Smith, Greensboro.

David Clarence Swindell, Rocky Mount; Julius Albert Suttle, Shelby; George Knox Tate, Greensboro; John Bynum Tenny, Chapel Hill; Thomas Paul Webb, Shelby; and Adolphus Hill Yearby, Durham.

Morgan Heads Charlotte Drug Travelers

Delmar W. Morgan (Owens-Illinois) was installed as president of The Charlotte Drug Travelers at a meeting of the organization in Charlotte on January 5.

Serving with him during the coming year will be James A. Wolfe (Scott Drug) vice-president; Casper G. Lamb (Bristol Labs), secretary-treasurer; and Pat Ryder (Carroll Dunham Smith Pharmacal), assistant secretary-treasurer.

One of the major projects to be undertaken by the Club will be financial assistance to the Florence Crittenton Home of Charlotte.

New Pharmacy Opens

The new Cramerton Drug Company, Cramerton, was opened in mid-December by the owner, James Kiser. Prior to opening the new pharmacy, Mr. Kiser was associated with his father in the operation of the Kiser Drug Company, Charlotte. He is a graduate of the Butler University Pharmacy School.

UNC Class Rings

Official class rings for graduates of the University of North Carolina may be ordered from: Order of the Holy Grail, P. O. Box 608, Chapel Hill, North Carolina.

Executive Committee Highlights

Highlights of the November 18 meeting f the NCPA Executive Committee:

Personnel (W. J. Smith, Mrs. Smith, C. . Andrews and F. O. Bowman) re-em-loyed for 1957.

Examined financial report for first 10 onths of the year. Income about 5% ead of similar period in 1955.

Received Secretary's report (1) Phar-acist of the Year Dinner; (2) Charlotte harmacy Seminar; (3) National Pharmacy eek; (4) Progress of The Academy of harmacy; and (5) Program to retain tamin business.

Decided to initiate fund looking towards ture purchase of car for exclusive NCPA e but deferred start of fund until 1957.

Heard report from Dr. Ben Cooper on tion taken by Dental Formulary Com-ittee; from Dean E. A. Brecht on late developments towards securing an appropriation from The General Assembly for a larger pharmacy building; and from H. C. McAllister relating to suggested revisions of certain sections of the State Pharmacy Law.

Endowment Committee Meets

Plans for increasing The NCPA Endowment Fund were formulated at a meeting of the committee held in Chapel Hill on November 18.

Members of the committee are Thomas J. Ham, Jr., Chairman; W. B. Gurley and Sam W. McFalls.

The committee decided to send out a general solicitation letter prior to December 1st along with an announcement bulletin listing purpose of the fund, method of operation, and administrative procedure.

A number of fund-raising projects were discussed, some of which will be initiated during 1957.

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Official Roster

Pharmacy Student members of the N. C. Pharmaceutical Association

Student Branch Members

1956-1957

Adams, Edward Liddell, Jr., Fayetteville
Alexander, Benjamin T., Jr., Charlotte
Arena, James Edward, Durham
Austell, Ronald L., Shelby
Ballentine, Sue, Hamlet
Barefoot, Loretta Jean, Asheville
Barger, Charles Glenn, Hickory
Beale, Garland Wood, Jr., Potecasi
Beale, Jesse J., Jr., Raleigh
Benthall, Alpheus W., Ahoskie
Bolton, James Cener III, Rich Square
Bostic, Russell A., Pink Hill
Boyd, Allen Craig, Raleigh
Bradshaw, Council Foy, Rocky Mount
Bradsher, Arthur Long, Roxboro
Browning, Joseph F., Jr., Graham
Buie, Wayne Melvin, Winston-Salem
Bullock, Benjamin Walter, Creedmoor
Bumgardner, Shirley W., W. Jefferson
Butler, James Gene, Morganton
Butler, Robert Dean, Morganton
Carraway, Ernest L., Jr., Williamston

Carter, Donald K., Dallas
Carter, Lee C., Garland
Carter, Lewis Harold, Kelford
Caviness, Edith Ann, Lillington
Chapman, Donald K., Winston-Salem
Charles, Fred Richard, Winston-Salem
Clark, Hugh Mercer, Pinetops
Clay, Albert, Oxford
Clay, James Baker, Oxford
Cooke, James David, Hildebran
Copses, Charles Peter, Charlotte
Courts, Ben Carter, Reidsville
Crumpler, Wilbur A., Roseboro
Davis, David Ramsey, Jr., Williamston
Dean, Clayton Lyerly, Charlotte
Deaton, Donald J., Mooresville
Dillard, George J., Willard
Dutton, Gene R., Hickory
Dutton, Marshall Wilson, Hickory
Edmondson, Edwin Wilson, Pinetops
Faulkner, Edward G., Monroe
Ferrell, Joseph S., Elizabeth City
Fleming Robert E., Jr., Rocky Mount
Foster, Robert William, Greensboro
Fraley, Thomas M., Kannapolis
Freeman, Pete Delon, Asheboro
Fulton, James Wade, Winston-Salem
Green, Hazel Geraldine, Morrisville
Griffin, Walter Knox, Kings Mountain
Haithcock, Jimmy Reid, Mt. Gilead
Harrell, Ollie C., Colerain
Harrington, Gerald Kelly, Sanford
Heath, Ivey L., Jr., Cove City
Hinton, Malory Hugh, Middlesex
Hollowell, Aubrey Ellis, Edenton
Houser, Willard Edward, Cherryville
Huckaby, Byron Taylor, Winston-Salem
Inabinet, James Lewis, Winston-Salem
Ingram, James Thomas, Roanoke Rapids
Johnson, Barbara Ruth, Kinston
Johnson, Loretta, Harrells
Jones, Alpheus, Jr., Warrenton
Jones, William W., Morganton
Joyce, Gladys Elizabeth, Mayodan
Keenum, Geraldine, Hazelwood
Kelly, Leo C., Jr., Lillington
King, Glen Alden, Greensboro
Lanier, Billy Worth, Buies Creek

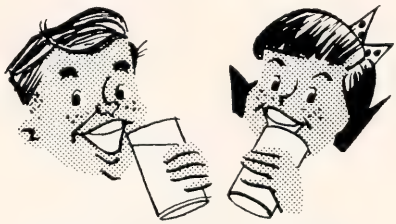
Lazarus, John Michael, Sanford
Leatherwood, Jerry Robert, Chapel Hill
Leonard, John W., Lincolnton
Marsh, William Luther, Jr., Marshville
Mast, William Herndon, Sugar Grove
Matthews, George David, Stoneville
McAlister, Howard, Maiden
McCorkle, Mack Elmo, Durham
Meares, James F., Wilson
Miller, Donald J., Raleigh
Miller, Joseph L., Hickory
Miller, Seth George, Raleigh
Montgomery, David W., Greensboro
Moose, Hoy A., Jr., Mt. Pleasant
Moose, W. Whitaker, Mt. Pleasant
Nance, John Sanford, Jr., Charlotte
Neville, Walter Henry, Enfield
O'Briant, Gordon L., Jr., Sanford
O'Daniel, James S., Jr., Hickory
Phifer, Fred Owen, Marshville
Pipes, Janice, Asheville
Proffitt, Bill, Sherwood
Rich, Renus Edgar, Jr., Harmony
Roberts, Stephen B., Marshall
Saunders, John Wesley, Raleigh
Sheek, Mary Sue, Yadkinville
Shoemaker, William P., Thomasville
Sitison, James Andrew, Jr., Mt. Airy
Smith, Joe Ephraim, Connelly Springs
Smith, Patrick D., Peachland
Snider, Larry, Eagle Springs
Soles, Carole J., Whiteville
Starling, Mary Ruth, Raleigh
Stevenson, Paul A., Elizabeth City
Street, James Thomas, Roxboro
Sutton, LaRuth, Raleigh
Tyler, Jack Loyd, Sanford
Underwood, Maurice E., Wilmington
Wall, Jesse David, Jr., Greensboro
Watson, Emory Milner, Sanford
Welch, Jane Louise, Washington
Wells, Franklin Ennis, Roseboro
Whaley, Hobart, Beulaville
White, Paul Howell, Hickory
Whitehead, Willis Lee, Chapel Hill
Whitehurst, Paul Adams, Murfreesboro
Williams, Charles Slater, Durham
Williams, L. Lanier, Zebulon
Wilson, Carol Bray, Durham
Winstead, Druie Daniel, Jr., Elm City
Wood, Bobby, Sanford
Yost, Thomas M., Weaverville
Zambito, Joseph, Goldsboro

You should serve

Pine State MILK

Since 1919 It's Still North Carolina's Choice

More people like it at home, and they'll like its fresher, more dependable flavor at your fountain, too.



phone **RALEIGH 2-3911**
for full details

Pine State
MILK-ICE CREAM
RALEIGH, NORTH CAROLINA

Dental Preparations (Continued from page 7)

II. PROSTHETIC DENTISTRY.

Grossman offers a review of impression materials, waxes, alloys, and solders . . . also denture adhesives and cleansers.

III. THERAPEUTICS.

A. Anesthetics—desirable for topical application to mucosa prior to injection of local anesthetic; applied to mucosa previously dried, solution should remain in contact with tissue 1-2 minutes before inserting needle.

(1) *Benzocaine (10%) in Ethyl Alcohol*

(2) *Butacaine Sulfate (10%) Topical Anesthetic*

Butacaine Sulfate, USP	10.0 Gm.
Ethyl Alcohol	9.5 cc.
Amaranth Solution, NF (1%)	1.0 cc.
Peppermint Water, USP, qs	100.0 cc.

(3) *Xylocaine (5%) Ointment* (in polyethylene glycol base)

B. Endodontics

(1) *Toothache Remedies* . . . consult Grossman for useful formulas.
(a) *Poloris* Dental Poultice (Block Drug Co., Jersey City 2, N. J.)

(2) *Dentin Solvents* . . . although root canals are preferably enlarged by mechanical instrumentation alone, some canals may be so narrow as to require chemical means of dissolving the dentin forming the canal wall, *i.e.*, suitable strong inorganic acids.

(a) *'Reverse' Aqua Regia, 50%*

Hydrochloric Acid, conc.	10 cc.
Nitric Acid, conc.	40 cc.
Distilled Water	50 cc.

Prepare by NF method

(b) *Phenolsulfonic Acid*

Phenol, Liq.	60.0 Gm
Sulfuric Acid, conc.	30.8 c
heat on steam bath 5°	—Ad
Distilled Water	5.5 c

(3) *Pulp Tissue Solvents,* and *Root Canal Irrigants* . . . to dissolve pulp tissue fragments remaining in the canal, or to remove such fragments, dentin shavings, blood, etc. from the canal, by flushing.

(a) *Chlorinated Soda Solution (Double Strength)*

Sodium Carbonate, Monohydrate	140. Gm.
Chlorinated Lime	200. Gm.
Distilled Water	1000. cc.

Dissolve the carbonate in half the water. Triturate the Chlorin. Lim the balance. Mix. Let Stand overnight, shake, filter . . . above formul provides approx. 500 cc. of finished liquid.

(b) *Hydrogen Peroxide Solution, USP*

(4) *Root Canal Sterilizing Agents*

(a) *Antibiotics* . . . coverage of broader spectrum with an antibiotic combination is attempted, *e.g.*

(i) *Root Canal Antibiotic Mixture*

Penicillin G Procaine, aq. susp.	300,000 Units
Penicillin G Procaine, dry cryst.	300,000 Units
Streptomycin (as $CaCl_2$ complex)	0.250 Gm.
Chloramphenicol	0.250 Gm.
Sodium Caprylate, NNR	0.250 Gm.

Mix all to uniform paste. Transfer to sterile cartridge. Da (potency maintained 6 months)

(b) *Chemicals . . . e.g.* organic

(i) *Camphorated Monochlorophenol*

p-(mono)chlorphenol	30 Gm.
gum camphor	70 Gm.

dry bottle . . . liquefaction

(ii) *Camphorated Phenol*
"Campho-Phenique"

Phenol, cryst.	30 Gm.
Camphor	50 Gm.
Liq. Petrolatum	20 Gm.

e.g. electrolytes in solution, for "ionization" treatment

(iii) *Strong Iodine Solution,* USP (Lugol's)

(iv) *Iodine-Zinc Iodide Solution* (Appleton's)

Zinc Iodine	30.0 Gm.
Iodine, cryst.	1.2 Gm.
Dist. Water, qs	100.0 cc.

(5) *Root Canal Varnish* . . . see "Chloro-Rosin" above

(6) *Root Canal Cement* . . . should not only seal the canal, but must be well tolerated by periapical tissue in case some is extruded through the apical foramen

(a) *Root Canal Cement Powder*

Silver, (metal) Pptd., A.R.	10 Gm.
*Staybelite Resin, pwd.	15 Gm.
Zinc Oxide, Reag. pwd.	20 Gm.

finished powder, mixed with Eugenol to whipped-cream consistency forms a cement hardening in 6-8 hours.

*an inert resin, product of Hercules Powder Co.

(7) *Tooth Bleaches*

(a) *Hydrogen Peroxide Solutions:* /a/ 30% Aqueous ("Superoxol")
/b/25% Ethereal ("Pyrazone")

(b) *Sodium Dioxide Powder* (use as a freshly saturated solution)

C. Periodontics

(1) *Disclosing Solutions* . . . colored solutions applied to teeth and gums to disclose presence of food debris there; also occasionally helpful in differentiating ulcerous areas on gingiva or buccal mucosa.

(a) *Periodontal Disclosing Solution*

Iodine, cryst.	7.9 Gm.
Potassium Iodide	2.4 Gm.
Zinc Iodide	2.4 Gm.
Glycerin	48.0 cc.
Distilled Water	48.0 cc.

(b) *Skinner's Disclosing Solution*

Iodine, cryst.	6.0 Gm.
Potassium Iodide	6.0 Gm.
Glycerin	50.0 cc.
Distilled Water	50.0 cc.

(2) *Antiseptic Solutions* . . . valuable adjuncts in office treatment of periodontal lesions.

(a) *Iodine and Zinc Iodide Glycerite ("Iodoglycerin")*

Iodine, cryst.	10.0 Gm.
Zinc Iodide	8.0 Gm.
Glycerin	55.0 cc.
Distilled Water, qs	100.0 cc.

(b) *Iodine-Zinc Iodide Solution* (Appleton's) . . . see above

(c) *Metaphen Tincture 1:200* ("Untinted," preferred at UNC)

(3) *Periodontal Caustics*

(a) *Churchill's Iodine Tincture* (the Stronger Iodine Tincture of NF VII)

(b) *Trichloracetic Acid,* 15-25% Aqueous (sometimes alcoholic vehicle used)

(c) *Zinc Chloride,* 8-40% Aqueous Solutions

(4) *Medicating Ointments*
(a) Antibiotic—*e.g., Aureomycin* HCl 3% Oint., *Terramycin* HCl 3% Oint.
(b) Anti-Inflammatory—*e.g., Hydrocortisone* 2.5% Dental Oint.

(5) *Periodontal Packs* . . . may be used for forcing gingival tissues back from teeth, to disclose tartar and for treatment of hypersensitive dentin, but are chiefly used as postoperative protection to the gingiva following surgical resection.

(a) *Periodontal Pack Powder*

Zinc Oxide pwd. (USP)	40 Gm.
Rosin, pwd. (NF)	40 Gm.
Tannic Acid, pwd.(NF)	15 Gm.
Kaolin, CP pwd.	5 Gm.

to the pwd. mixt., add 1.2% by wt. Asbestos fibers not exceeding 5-6 mm. in length

(b) *Periodontal Pack Liquid*

Eugenol	96.0 cc.
Thymol	2.6 Gm.
Sweet Almond Oil	3.0 cc.

(6) *Tartar Solvents* . . . see Grossman for examples

(7) *Epithelial Solvents* . . . intended to dissolve granulation tissue on inner surface of periodontal pockets.

(a) *McCall's Sulfide Epithelial Solvent* (Caustic)

Sodium Sulfide, Reag.	15.0 Gm.	
Sodium Carbonate, Monohydrate NF	4.3 Gm.	Mix. Filter.
Distilled Water, qs	100.0 cc.	

D. ORAL HYGIENE.

(1) For a treatment of *Dentifrices,* see Grossman

(2) *Mouth Washes* . . . intended to wash out food debris and impart a pleasant flavor to mouth, with any antiseptic effect available considered secondary to the mechanical cleansing action.

(a) *Phenolated Irrigating Solution*

Phenol, Liq.	16 cc.
Saccharin Sodium	500 mg.
Amaranth	50 mg.
Peppermint Water, qs	4000 cc.

for use, dilute w/ 4 parts water

(b) *Salt-Soda Mouth Rinse*

Sodium Chloride	32 Gm.
Sodium Bicarbonate	16 Gm.
Amaranth	320 mg.
Peppermint Water, qs	4000 cc.

(b) *Zinc-Formaldehyde Astringent Mouth Wash* (Lavoris Type)

Zinc Chloride	8.8 Gm.
Formaldehyde Sol., NF	1.6 cc.
Cinnamon Oil	5.2 cc.
Clove Oil	1.2 cc.
Menthol	2.0 Gm.
Saccharin Sod.	1.2 Gm.
Ethyl Alcohol	200.0 cc.
*Distilled Water, qs	4000.0 cc.

*distinguishing tint provided, by adding 20 drops, Amaranth 5% Sol.
2 drops, FDC Blue #1 5% Sol.
per 4000 cc.

(3) *Disclosing Solutions* . . . see above

(4) *Prophylaxis Pastes* . . . as powders or pastes, are intended to be used by dentist or hygienist for cleansing of teeth . . . not intended for daily use

(a) *Prophylaxis Paste* (for *Cleaning*) *Formula #1*

Pumice Flour	170.0 Gm.
Borax	30.0 Gm.
Glycerin	75.0 cc.
Spearmint Oil	5 gtts.

(b) *Prophylaxis Paste* (for *Polishing*) *Formula #2*

Precipitated Chalk	170.0 Gm.
Zinc Oxide	30.0 Gm.
Glycerin	240.0 cc.
Spearmint Oil	5 gtts.
Amaranth 5% Sol.	3 gtts.

(5) *Caries Retarders*

(a) *Sodium Fluoride 2% Aqueous Solution*

(b) *Sodium Fluoride Paste*

Sodium Fluoride, Reag. pwd
Kaolin, NF pwd
Glycerin, USP

Triturate equal parts, by weight, for product of oint. consistency

E. ORAL SURGERY.

(1) *Topical Anesthetics* . . . see example above

(3) *Preoperative Antiseptics* . . . applied to mucosa or gingival tissue, expected to destroy microorganisms on the surface. Iodine, in solutions (alcoholic vehicles preferred) is still considered the best antiseptic for this purpose; these preparations act rapidly, penetrate readily, and fix the bacteria to the surface.

(3) *Hemastatics*

(a) *gelatin sponge* (Gelfoam), and

(b) *oxidized cellulose gauze* (Oxycel, Hemopak)
are used alone or in combination with

(c) *epinephrine* aqueous solution (1-100 inhalant solution frequently), or

(d) *thrombin*

(e) *ferric subsulfate solution, NF* (Monsel's) for topical use

(f) *vitamin K* is used orally

(4) *Postoperative Medication*

(a) *antibiotic* and/or *sulfonamide* preparations . . . topical and systemic

(b) *anodynes* . . . analgesics and narcotics orally topical preparations (ointments usually)

(c) *irrigating solutions* . . . for a wound, should be isotonic and non-irritating. The mechanical cleansing effect is considered probably more efficacious than any antiseptic powder such an irrigant may have. Examples:

(i) *Phenolated Irrigating Solution* . . . see above

(ii) *Chloramine-T 1% Aqueous Solution*, made isotonic

(d) *Cleansing-Detoxifying Preparation*

(i) *Urea Peroxide Glycerite*

*Urea Peroxide, gran. 50 Gm.
Glycerin, Anhydrous, qs (15 cc. approx.)

Make a thick paste. (shelf life of at least 6 months) preparation has detoxifying and cleansing properties by virtue of urea and nascent oxygen components.

*available from Buffalo Electro-Chemical Co., Inc., or Amend Drug & Chemical Co., Inc.

DENTAL DIAGNOSIS.

Grossman also treats the subject of Dental Diagnosis, including
X-Ray processing,
bacteriological and histological methods, and
biologic tests.

References: L. I. Grossman; *Dental Formulas*, Lea & Febiger, Phila. (1952) 318 pp.
A. D. A.; *Accepted Dental Remedies*, 20th Ed. is current (1955)

Dr. T. C. Smith Company Sponsors "Plus Sales" Clinics

The Dr. T. C. Smith Company of Asheville is sponsoring a series of "Plus Sales" clinics throughout Western North Carolina.

Purpose of the clinics will be to help customers of the Dr. T. C. Smith Company, particularly sales employees, to plan their merchandising activities more effectively.

The complete program includes a movie, booklets and a "wheel of opportunity" for suggested-selling. A motion display for the window is available at cost from the National Wholesale Druggists Association, the organization that developed the "Plus Sales" idea as an aid to greater volume in the retail drug store.

Smith-sponsored "Plus Sales" Clinics were held in Asheville on January 3, in Hickory on January 11, in Hendersonville on January 17 and one is scheduled for Waynesville at Art Sheppard's Restaurant on January 23.

The clinics are being arranged by Jim Harrison, Director of the wholesale drug firm's Professional Service Department.

Fair Trade

(Continued from page 5)

were followed by contempt preceedings because of subsequent violations. This activity on our part has been consistently continued throughout the country at great cost in time and money. The foregoing totals do not include actions taken by us between 1938 and 1952 during the Miller-Tydings Act.

"Deep cut prices in some non-fair trade states and in those states not presently having effective Fair Trade Laws have created difficult and complicated enforcement problems which now seem to make enforcement unfair to retailers in neighboring states. The number of alleged violations seems to be increasing and involves may photographic stores, drug stores, department stores and other retailers. Many of our dealers have complained to us that the present situation was unfair to them, particularly to those against whom we have obtained injunctions. They have said they could not meet competitive prices and therefore had either to lose a sale of Kodak fair trade products, or violate the injunction, or switch the customer to products of other manufacturers, either not fair traded or whose contract was not as vigorously enforced.

"We shall continue to help fair trade philosophy in any lawful and practicable way and in the meantime, we suggest that you, as a retailer, assess the value of "fair trade" to your business and the necessity of individually adhering to profitable prices. If you do, the situation may not worsen, for there are localities where, regardless of Fair Trade, dealers mindful of the need for profit sell profitably. We feel sure that most manufacturers believe as we do in fair trade, not only because when effective it has helped in protecting their good will, represented by their trademarks, brands and names, but also because when effective it is valuable to those selling their products, and we believe also, to the public. But so far the responsibility seems to have been placed too much on the manufacturers. In addition to open violations, the tendency towards "under the counter" selling at non fair trade prices seems irresistible and often occurs deliberately, even in shops where the value of and need for Fair Trade is recognized. As a practical matter, no manufacturer can continually stand at the elbow of all retailers nor can they devote the time money or expense necessary to enforce principle that apparently is not desired by so many for themselves. We trust this condition will change, for retailers as well as manufacturers need fair profits to continue successful business enterprise."

Wake Society Meets

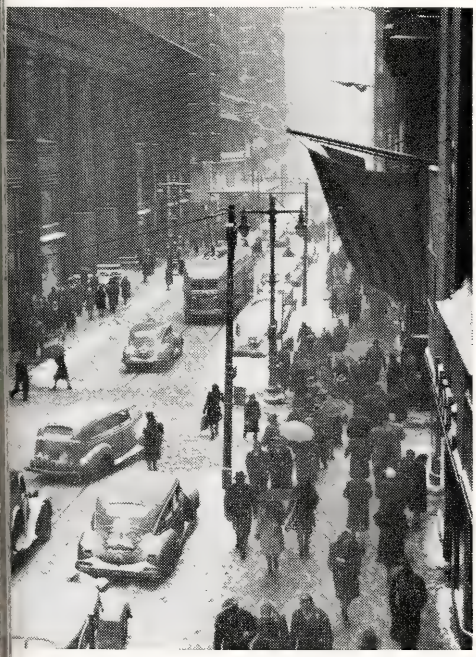
The Pharmacist Society of Wake County met in Raleigh at The Carolina Hotel on December 4 with H. G. Price, president presiding.

Major business transacted was the adoption of a constitution and by-laws.

A number of pharmacists from outside the city were taken into the Society. About 35 pharmacists were present for the meeting

GOODS ALL SOLD Lilly WERE WELL BOUGHT

Hot Seller for the "Cold" Season



°Syrup 'Histadyl E.C.' (Thenylpyramine Compound E.C., Lilly), a pleasantly flavored, bright-red-colored cough mixture, is formulated to appeal to all age groups. It combines the therapeutic virtues of an antihistaminic, a bronchial sedative, an expectorant, and a bronchodilator. The action of Syrup 'Histadyl E.C.' is definite and desirable in the treatment of many incipient coughs. The peak season is at hand. Order plenty now. Supplied in pint and gallon bottles. You save when you buy the gallon size. Send your orders to us.

°Federal record of sale required.

WE ARE A Lilly DISTRIBUTOR

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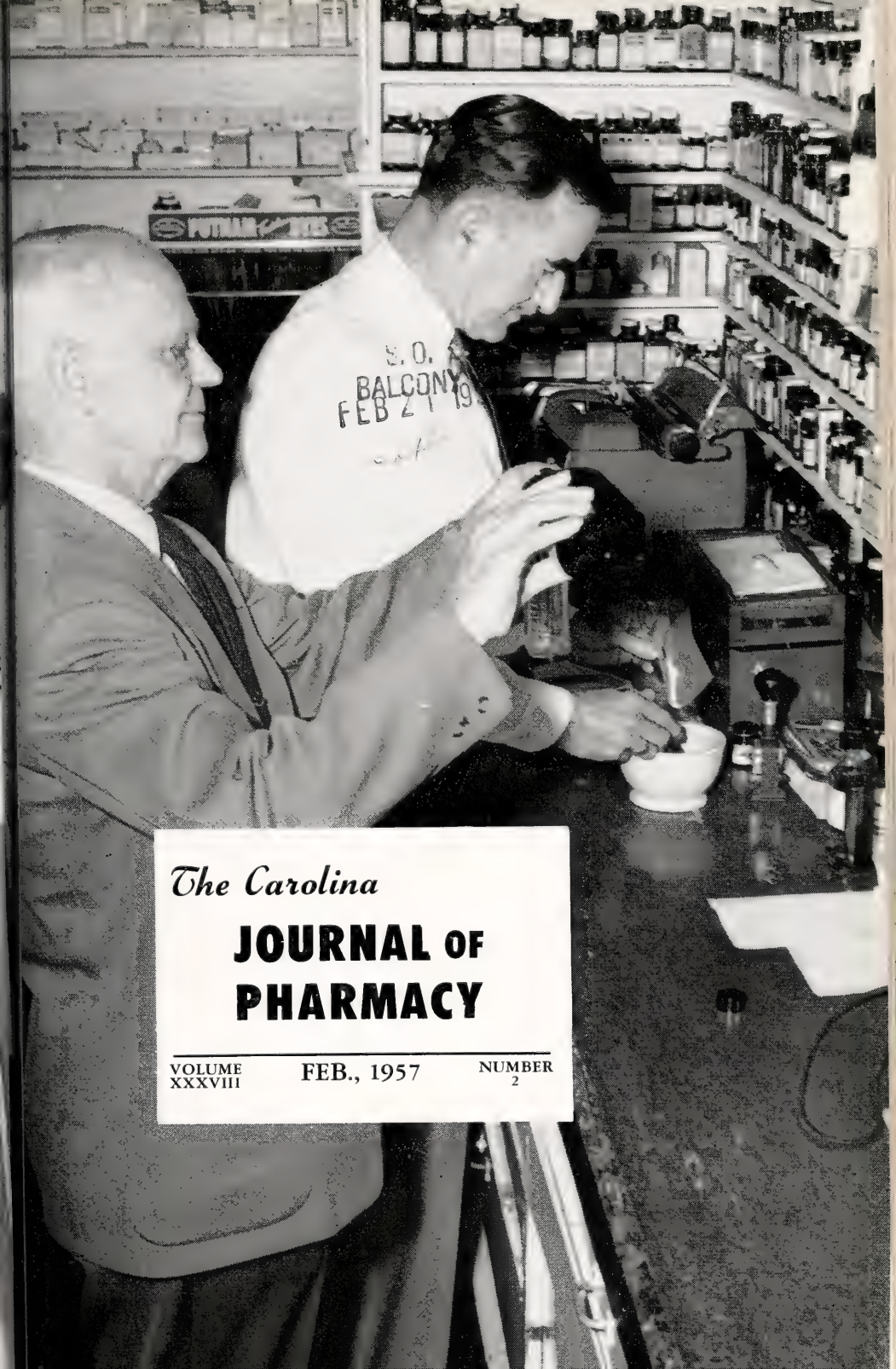
1000-08 East Cary Street, Richmond, Virginia

WE ARE NOW IN OUR NEW HOME—

712 Tucker Street

The W. H. King Drug Company

"The Home of Friendly and Dependable Service"



The Carolina

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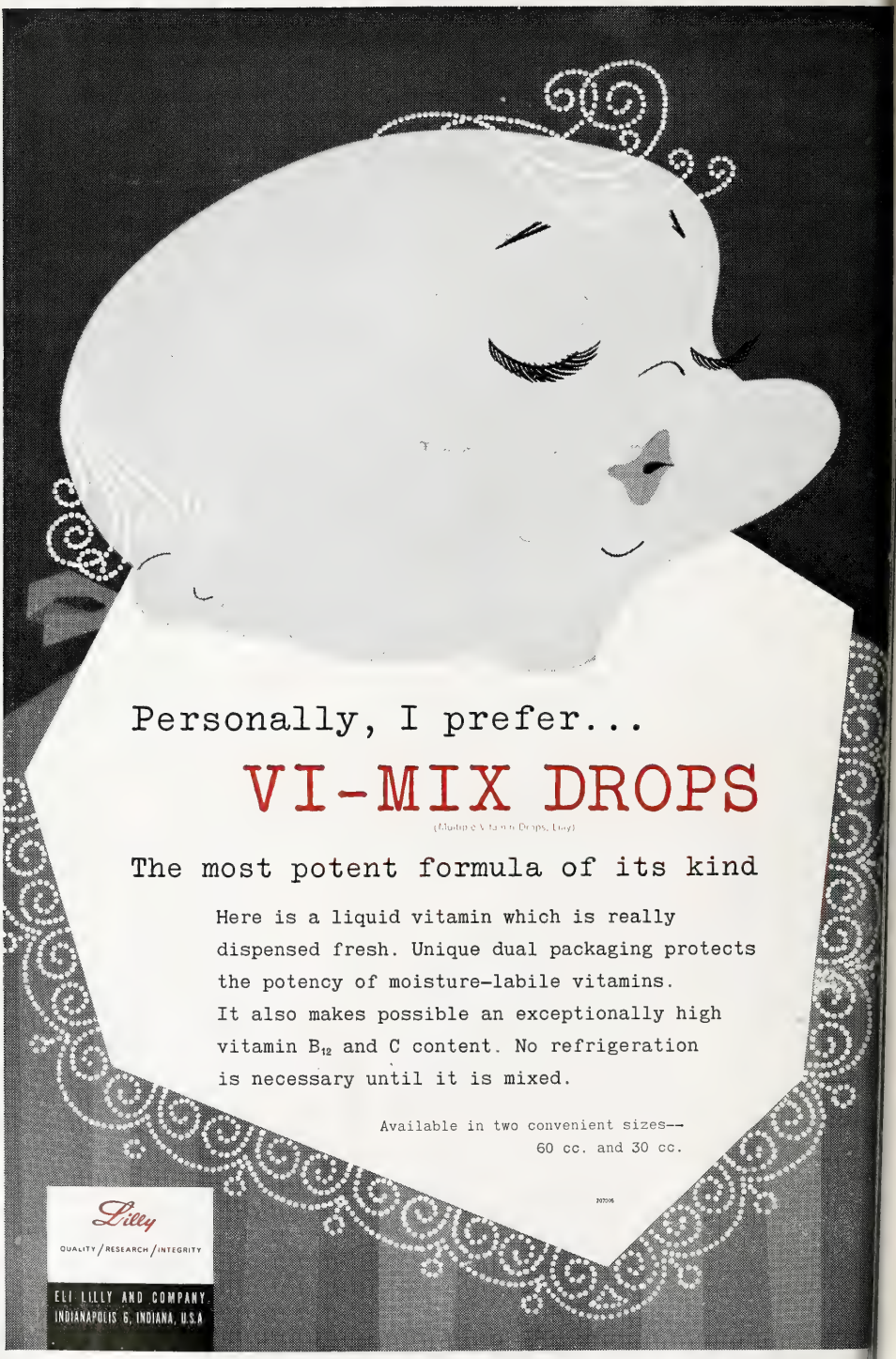
VOLUME XXXVIII | FEB., 1957 | NUMBER 2


Personally, I prefer...
VI-MIX DROPS
(Multiple Vitamin Drops, Lilly)
The most potent formula of its kind
Here is a liquid vitamin which is really dispensed fresh. Unique dual packaging protects the potency of moisture-labile vitamins. It also makes possible an exceptionally high vitamin B_{12} and C content. No refrigeration is necessary until it is mixed.
Available in two convenient sizes--
60 cc. and 30 cc.
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When customers need nutritional support, MYADEC helps make certain that vitamin-mineral deficiencies are prevented or corrected as promptly and as completely as possible. Because its high potency formula includes therapeutic amounts of nine important vitamins and of eleven valuable minerals, MYADEC is a sound choice to fit requirements of an unusually wide range of individuals. Naturally, sales are going up. Why not check your stock—it may be time you ordered highly profitable MYADEC.

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MYADEC capsules are supplied in bottles of 30, 100, 250, and 1,000.

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Personalized Box

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UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS

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199 Forest Hill Drive **Greensboro, North Carolina**

The House of Friendly Service

2923 South Tryon Street
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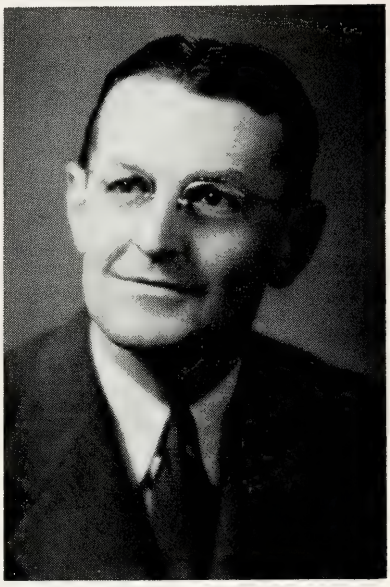
Scott Drug Company

Service Wholesalers Since 1891

JUSTICE DRUG COMPANY

Gifts Galore Salesman of the Year 1956



MR. OWEN CARR TROGDON

For the second consecutive year Justice Drug Company salutes Mr. Owen Carr Trogdon for outstanding achievement in sales in the Justice Drug Company Gifts Galore Promotion.

Mr. Trogdon has been recognized by the National Sales Executive Club as a Star Salesman in Piedmont North Carolina.

JUSTICE

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina JOURNAL OF PHARMACY

February, 1957

VOL. XXXVIII No. 2

★

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Don't Ignore Your Employees!

If you would secure the best efforts, cooperation and loyalty of your employees, don't ignore them, but recognize them daily, as individuals. The champion of all idiots is the pharmacist who says to an employee: "Unless I raise Cain, you know you're doing all right!"

When you ignore your employees—take them for granted—you are contributing to low employee morale, which is reflected in higher operating costs. Here are some suggestions which may prove helpful:

1. Greet your employees each day with a pleasant smile. Say "Good Morning" to them—and say it so they know you mean it.

2. Compliment your employees when compliments are in order. It costs you nothing; it pays richly in better performance on the part of your employees.

3. Give credit when credit is due. Immediate recognition of good performance is essential to superior employee loyalty.

4. Ask your employees for suggestions, ideas and advice. Let them be a part of the team, and who knows, one may hit a home run.

5. Set up a file on birthdays, anniversaries, periods of service, outstanding service and the like. Be the first in with congratulations. Let your employees know you know they exist.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Planning Pays Off in Increased Vitamin Sales

Like some other pharmacists in the state, W. A. Clodfelter, Jr. of Asheboro (Asheboro Drug Company) is doing something to retain his volume on vitamin products.

As Mr. Clodfelter has learned (his letter is reproduced below), you can keep this business from drifting away if you work for it.

The wording of his central poster appears in the block below.

"We here at Asheboro Drug are very much concerned with the problem of door-to-door vitamin salesmen. I am enclosing 3 photographs of a window I put in just before Christmas. I thought perhaps it might give someone an idea or two if they wanted to put in a similar display. The large center card I got from an issue of Drug Topics, the smaller ones I made myself.

"Inside the store I have set up a 5′ x 5′ display (open type) that has a wide variety of vitamin products by Parke-Davis, Upjohn, Lilly, Abbott, Stuart, Walker, Squibb, etc. Items being promoted that can only be bought in drug stores.

"Each month in our statements we enclose a folder discussing the value of vitamins. The various detail men have helped considerably by supplying us with these folders and other information. Most important—I am happy to report that we have sold more vitamins this year than ever before. I have a new window display in now, which I plan on changing about the second week in February.

"I hope all pharmacists realize that the selling of vitamins—and other medicinal products—belong in the drug stores and not in the super markets, or in the hands of a door-to-door salesman whose only interest is the dollar and not good health."

Professional Rx Shop For Sale

High volume prescription shop located in medical center for sale due to illness of owner. Excellent opportunity for pharmacist who prefers an exclusively professional operation.

Due to MD schedule, one pharmacist can easily operate this pharmacy on a full-time basis while MD's are in their offices. Priced exceptionally low in relationship to net and potential. CPA-audited statement available; personal inspection invited. BD-2, c/o NCPA, Box 151, Chapel Hill, N. C.

Opportunity

Available immediately for drug store—well located building complete with fountain and fixtures. In rapidly growing Eastern North Carolina town with large weekly payroll. Rent—$75 a month. Stock this store, get your permit from the Board, throw open the doors and you're in business. WRB-2, NCPA, Box 151, Chapel Hill, N. C.

Don't Let Peddlers Diagnose Your Ills

An awful lot of people are selling things by ringing door bells today, aren't they? Sometimes you can get some pretty good bargains.

We doubt, however, whether such "bargins" extend to good health. Where your health is concerned, it pays to rely upon trained and professional experts.

Check with your physician and pharmacist before buying your important health giving drug products.

What Price Prescriptions?

On request, twelve pharmacists in twelve different North Carolina towns priced the three prescriptions listed below:

Rx 1

Phenobarbital Tabs., 1½ gr., #100

Rx 2

Dexedrine Spansules, 10 mg., #30

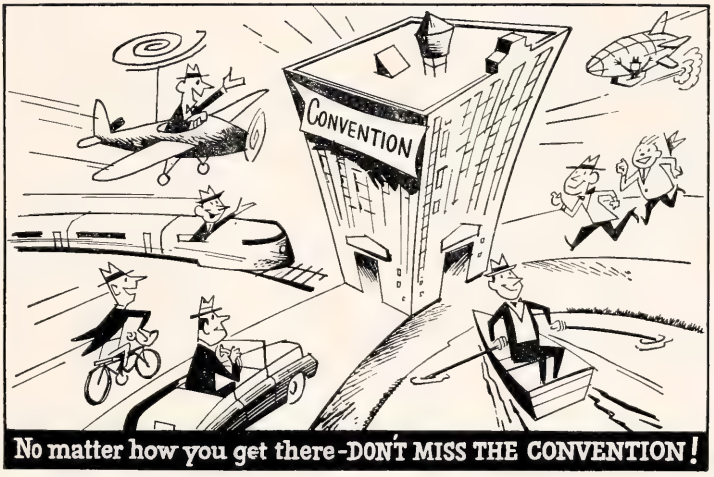
Rx 3

Pot. Citrate	oz i
Tr. Hyoscyamus	f oz i
Elix. Phenobarb.	f oz iii
Aq. qs. ad	f oz vi

	Rx 1.	Rx 2.	Rx 3.
Roanoke Rapids	$1.50	$3.75	$2.00
Goldsboro	1.00	3.50	1.85
Kinston	1.50	3.50	1.65
Elizabeth City	1.25	3.50	1.75
Durham	1.65	3.60	1.85
Greensboro	2.50	3.75	1.75
Raleigh	1.50	3.60	1.50
Charlotte	1.25	3.75	2.25
Henderson	2.00	4.50	2.25
Hickory	1.75	4.15	1.65
Asheville	1.00	3.00	1.75
Winston-Salem	1.50	4.00	1.75
AVERAGE	$1.53	$3.72	$1.83

CJP RX FEE SCHEDULE

If your prescription prices are on the low side, we suggest you secure a copy of the Central Pharmaceutical Journal Suggested Prescription Fee Schedule (it's plastic-coated, easily cleaned) from Gilbert Colina, Pharmacy, Mercy Hospital, Charlotte, N. C. Price $1.00



Hotel Charlotte, Charlotte, May 5-6-7. For room reservations, write W. J. Smith, Box 151, Chapel Hill, North Carolina

reports Roger Wyatt, Jr., H. F. Wyatt & Company
Adrian, Michigan

"And here's how we do it!"

"First, GEVRAL has lots of sales appeal—so we give it prominent display!

"Next, we stimulate the customers to ask questions. That way we get our sales points across quickly, naturally—GEVRAL is a real family vitamin—one GEVRAL capsule contains all the vitamins and minerals you need for one full day—each capsule of GEVRAL gives economical health protection for the whole family—the new JUBILEE JAR puts vitamins on the family dining table where they belong.

"Another sales technique we use is our appeal to the woman of the house. Between 65 to 70% of our GEVRAL sales are to women. Another reason why we are glad to see the new JUBILEE JAR—it has 100% more 'feminine appeal'. We emphasize the fact that vitamins belong on the family dining table—to be taken every day by every member of the family."

Get quick initial sales... continued repeat business Stock GEVRAL!

EYE-CATCHING SALES DISPLAY included with orders for 12 GEVRAL 100's in JUBILEE JARS

GEVRAL*

Vitamin-Mineral Supplement Lederle

14 vitamins—11 minerals—dry-filled, sealed capsules (a Lederle exclusive) —no oily repeat—1 capsule daily

Lederle LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, N.Y.

*Reg. U. S. Pat. Off.

Cover Page

Joe Anderson: Operator of State's Most Unusual Pharmacy

Filling half a million new prescriptions during 35 years of devoted community service is an accomplishment that any of America's pharmacists from coast to coast would be proud to attain.

That's why the spotlight is focusing on New Bern this week. Here, Joe Anderson's drug store has achieved such a milestone, and retail druggists and manufacturers alike are extending their congratulations to the firm's founder, who is still doing business where he started, at the corner of Broad and Fleet Streets.

A lot of water has gone under New Bern's bridges since Joe Anderson bought out the L. Duffy Drug Company in 1921. As a matter of fact, modern concrete bridges have replaced the old wooden spans across the Neuse and Trent, and many another local landmark has yielded similarly to the relentless transforming hand of Time.

Not so with Joe Anderson's drug store. Naturally, Joe Anderson keeps pace professionally with improved methods and the latest scientific discoveries, but his attitude toward the public in a position of trust is as changeless as the cycle of the seasons.

First and last, this soft-spoken New Bernian is every inch a gentleman. As such, he gives the toddler who comes to his counter to purchase a penny sucker or a supply of bubble gum the same kindly consideration that a well heeled adult patron or even a visiting dignitary might have cause to expect.

Gentleness is as much a part of Joe Anderson's being as his love for his fellow man, his appreciation of God's great out of doors, and his admiring respect for items of authentic historic value.

This intriguing interest in fine things of the past is immediately obvious to anyone who darkens the doorway of his popular busi-

(Continued on page 67)

Joe Anderson, who appears on our cover along with Roland King, operates one of the most unusual drug stores in the state.

Located at New Bern, the store is filled with a most extensive collection of pharmaceutical items that has taken more than 30 years to assemble.

While paying homage to the past, Mr. Anderson has kept his store in step with the times. Customer loyalty is high; employee morale excellent.

Have You $$ To Burn?

"Few of us have—but most of us do just that! ! ! !

How?—By not adequately insuring our property.

Consult Our Agent

F. O. BOWMAN
North Carolina State Agent
P. O. Box 688
Chapel Hill, North Carolina

RALPH M. CROSSON
South Carolina State Agent
1812 Marion Street
Columbia 3, South Carolina

WEIGHT WATCHERS

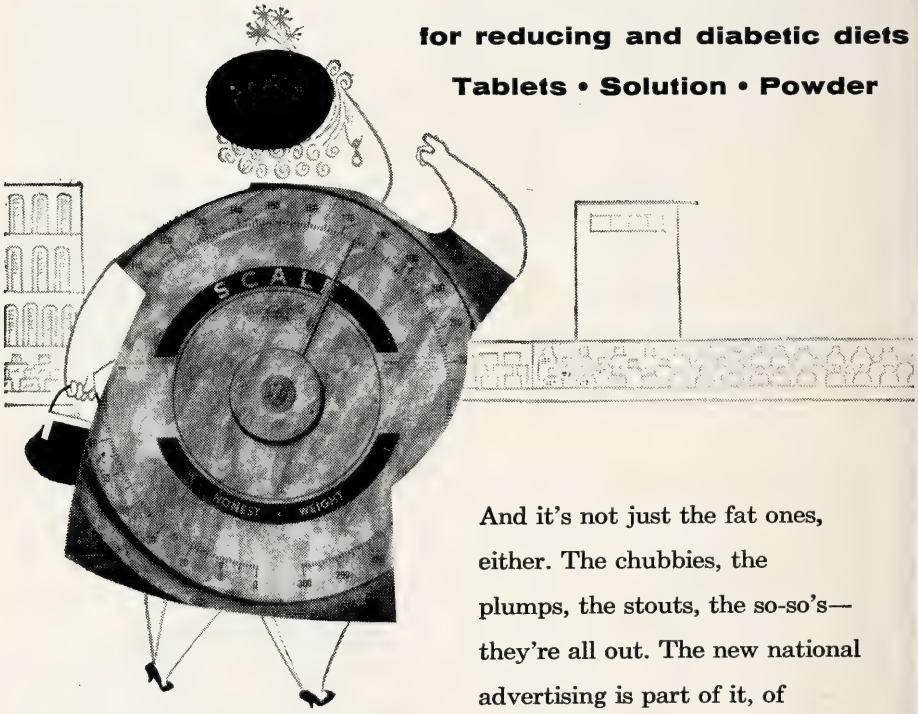
ARE OUT LOOKING

FOR Sucaryl®

Non-caloric sweetener

for reducing and diabetic diets

Tablets • Solution • Powder



And it's not just the fat ones, either. The chubbies, the plumps, the stouts, the so-so's—they're all out. The new national advertising is part of it, of course. But it all goes back to the product itself: *A non-caloric sweetener which actually and absolutely cannot be told from sugar in its normal use.* It's as simple as that.

Abbott

ness establishment. Displayed prominently are a remarkable number of objects that museums would eagerly add to their collections if the occasion presented itself.

Included among heirlooms of the drug trade are six exquisite show globes that Anderson has rounded up through the years in an area extending from Florida to Pennsylvania. Equally antique and valuable are nine blue poison bottles and an assortment of herb jars that are faultless in their gleaming perfection.

Even the layman can recognize the ancient pricelessness of 18 mortars and pestles, designed in wood, bronze, and brass. This collection alone is something that not only Anderson but all citizens of this historic first State Capital can point to with pride.

Adorning the walls of the drug store are nearly 200 Civil War muskets, a number of bayonets from this tragic conflict between the North and the South, and the oldest piece of all, a unique Chinese pistol that dates back to the 16th century.

Also displayed in this veritable arsenal are an old-time goose gun that had its origin on the Carolina coast, and two whale guns. All in all, it's a sight to behold. No wonder Joe Anderson's drug store is termed the most unusual drug store in the State by those who know whereof they speak.

Getting back to those half million new prescriptions, the figure would probably be doubled if the refilling of original prescriptions was added to this impressive total. Customer loyalty to the store is adequately indicated by the fact that a patron who brought Anderson one of his very first prescriptions, back in 1921, is still getting periodical refills.

Speaking of loyalty, employees are unfaltering in their allegiance to Anderson too. Assisting him ably in compounding prescriptions is Roland King, a druggist who has been with the firm for 22 years.

Will Odum has assisted in the store almost daily for 30 years, while Lawrence Goodwin and Warren Smith have been serving as clerks for 18 years and 10 years respectively. Jesse Alcoke has been in charge of motor delivery for the past five years.

here's the brand that

SELLS...

NORTH CAROLINA'S OWN

PINE STATE ICE CREAM

A superior ice cream intensively promoted and merchandised through Newspapers • Radio Point-of-Sale • Television

FOR FOUNTAIN SERVICE and FOR TAKE HOME SALES

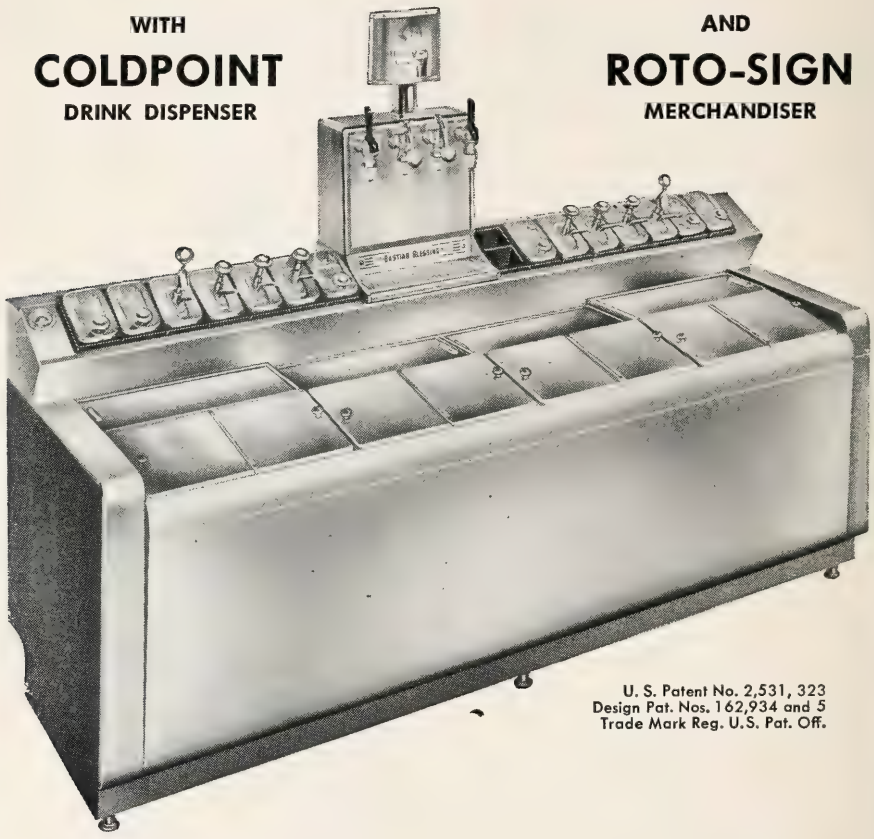
RALEIGH, NORTH CAROLINA

TWIN-SERV

THE SENSATIONAL SODA FOUNTAIN

WITH
COLDPOINT
DRINK DISPENSER

AND
ROTO-SIGN
MERCHANDISER



U. S. Patent No. 2,531, 323
Design Pat. Nos. 162,934 and 5
Trade Mark Reg. U.S. Pat. Off.

Now the dual efficiency and clean beauty of the exclusive TWIN-SERV, pacemaker of the industry, are combined with the large volume beverage-serving perfection of COLDPOINT and the sales stimulating effect of colorful ROTO-SIGN. Put this winning combination to work for you. Made exclusively by Bastian-Blessing, world's largest manufacturer of food fountain equipment. See this fountain yourself, or write us for catalog.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGINIA

Sterling Drug Obtains Fair Trade Injunction Against N. C. Retailer

A U. S. District Court in North Carolina has issued a permanent injunction restraining York Drug Company, a retail druggist in Winston-Salem, from selling products of Sterling Drug Inc., below fair trade prices.

Sterling started legal action in November to prevent the store from violating the fair trade prices of Bayer Asprin, Fletcher's Castoria and Molle Shaving Cream. The motion for a preliminary injunction was filed in November with the U. S. District Court for the Middle District of North Carolina, Winston-Salem Division. Prior to the date of hearing, York Drug Company notified Sterling of its willingness to consent to a permanent injunction without court argument.

Hospital Pharmacists Meet

The North Carolina Society of Hospital Pharmacists held its quarterly meeting at the Robert E. Lee Hotel in Winston-Salem. Miss Virginia Caudle, chief pharmacist at City Memorial Hospital in Winston-Salem, was hostess and program chairman. Hospital administrators in North Carolina were special guests of the society.

The program consisted of two presentations: "What I Expect of My Hospital Pharmacist," presented by Mr. Robert E. Toomey, administrator of Greenville General Hospital, Greenville, South Carolina and "What I Expect of My Hospital Administrator,'' presented by Mr. Robert Cathcart, director of pharmacy services, Delaware Hospital, Wilmington, Delaware.

Charles Pfizer was host for a social hour and dinner which preceded the program.

Hopes to Make It One Million

On the occasion of his 38th business anniversary, Rowe Campbell, People's Drug Store, Taylorsville, sent cut this message to his customers and friends (who, incidentally, are numbered in the thousands):

"On December 14th we will be 38 years old. This sounds like a long time, but it seems as only yesterday we opened for business in 1918. We have had, like you, our ups and downs, our lean and fat years, our sorrows and despair, our happiness and contentment, but all in all, they have been wonderfully happy years.

"What little success we have achieved has been made possible by the support of you, our friends and customers of Alexander County—We thank you and we will try in the future as in the past to merit your confidence and friendship.

"During these 38 years you have entrusted to us the compounding of over three quarters of a millon Prescriptions—we hope before we lay down the spatula, mortar and pestle for the last time, that we can make it one million prescriptions."

Womble Arrested

David J. Womble, operator of Womble's Pharmacy, 601 East Main Street, Durham, was arrested and placed under $500 bond following filing of a complaint by agents of the Food & Drug Administration.

Affidavits filed in federal court by the agents allege Womble sold certain stimulating drugs without prescription in violation of the Food & Drug Act.

Womble will be tried in Middle District Court.

"ME...a hard luck guy?

...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

Random Comments

By W. J. Smith

- This question has been posed: "If King Richard left his 12th century grave, would he be surprised to find Robin Hood, Little John, and Maid Marion selling Johnson & Johnson's Band-Aids and J & J's 'won't burn the eyes' baby shampoo?"
- From sources we are unable to divulge, patient entered hospital for treatment. Reason: Holding a hand of three aces and two kings at a poker session, he dropped off to sleep.
- The little girl came home one Sunday with glowing reports of that day's Bible story: "Moses and the Pills." Mother as usual took the straight man's part. "What pills are you talking about?" she asked. "Well," explained little Janis, "our teacher told us that Moses went up on the mountain and came down with a bunch of tablets."
- Caroline Clark says money gets around so fast these days, the term jumping jack has taken on a new meaning.
- This could not have happened in Jimmy Casteel's Durham Drug Company: Woman customer, looking at greeting cards: "Do you have any Hanukkah cards left?" Clerk: "We carry only Hallmark cards."
- Lilly has gone off the avordupois standard and has converted all its operations to the metric system of weights and measures. Five systems have been used in the last eighty years—metric, avoirdupois, apothecaries, a combination of avoirdupois and apothecaries, and decimal avoirdupois.
- What a lift one gets from an honest man's confession. Take the case of "X" who was arrested for drunkenness. Appearing before a judge, X testified his mouth hurt, he rinsed it out three or four times with whiskey, may have swallowed a little. As George Gobel might put it, "you can't hardly find that kind anymore."
- It was that sleepy time of the afternoon. The professor droned on and on, with visions of tests, processes and reagents dancing in the air. A pharmacy student, unable to restrain himself, gave a tremendous yawn. Unfortunately, as he stretched out his arm he caught his neighbor squarely under the chin, knocking him to the floor. Horrified, he bent over the prostrate form just in time to hear a murmur: "Hit me again, Willie, I can still hear him."
- Encouraging. Although the number of deaths resulting from auto accidents has been rising steadily, the rate of deaths (per mile traveled) has been sharply reduced. Last year, for example, the fatal accident rate was just 1/4 what it was in 1921.
- The recent demise of *Collier's* and *Woman's Home Companion* brings this to mind—over the past 45 years three out of every four magazines have ceased publication. The CAROLINA JOURNAL OF PHARMACY, established in 1915, is fortunately in the 25% "still in existence" group.
- Lilly's net sales this past year ran to almost $182 million—up $40 million from the previous year. Net income after taxes is expected to reach $30 million.
- Someone has defined success as the art of making your mistakes when nobody is looking.
- A successful marriage speaks volumes—a cookbook, a checkbook, and a prayer book.—Adrian Anderson.
- A restaurant had a standing offer of $2500 to any customer who could order a dish it couldn't serve. One day the waitress hurried to the manager.

  "Open the safe and get the $2500 out," she moaned. "We can't serve that man over there."

  "Why not?" the manager asked. "What did he order?"

  "A camel's hump sandwich," said the waitress.

  "Wait a minute," the manager soothed, "you look on the bottom shelf of the refrigerator—I think you'll find a camel's hump there."

  "I know," fired back the waitress, "but we're all out of those big buns!"—

Vitamin success

How they're bringing the vitamin

at the Fair Ground Pharmacy

story #2

business back where it belongs

302 East 30th St., Des Moines, Iowa

"In '56 we *doubled* our vitamin volume with the fine, ethical products and promotions of nationally-known vitamin manufacturers such as Squibb.

"Selling weapons are offered by these reliable pharmaceutical companies, and *we* make them *work!* Their advertising sells the drugstore as Vitamin Headquarters... drugstore personnel as the people best-qualified to dispense vitamin products and information.

"We back up that advertising by maintaining a well-stocked Vitamin Headquarters display in our store. And... our personnel *are* vitamin experts, thanks to Squibb's free vitamin education program.

"Our increased vitamin business certainly proves there *is* a way to meet the challenge of mail order and door-to-door vitamin salesmen. We're really in there *fighting back.*"

Louis Caligiuri

LOUIS CALIGIURI
Fair Ground Pharmacy

SQUIBB

quality... the priceless ingredient

1960: U. S. To Be Short 100,000 Scientists-Engineers

The "wonder drugs" of tomorrow—perhaps a long-sought preventive of heart disease or a specific against cancer—may be delayed for years for want of the scientists to discover them.

In a survey of the pharmaceutical and allied industries, the Health News Institute finds widespread concern at a mounting shortage of young scientists qualified to follow in the footsteps of the men who, in the last decade, have developed an arsenal of new and revolutionary weapons against disease.

Like many other industries, the pharmaceutical manufacturers are trying to remedy the situation. Nearly all the companies contribute to colleges of pharmacy, the National Foundation for Pharmaceutical Education and the National Fund for Medical Education. Equally important, the manufacturers are increasing financial incentives to promising scientific students at the high school level and expanding their contributions to selected colleges and universities for specific research projects.

Thus 2,000 physicians now in practice received fellowships or scholarships during their schooling, plus advanced training, from one manufacturer. The Laboratory personnel of another firm are encouraged to continue their scientific education, with the company defraying most of the expense. A third company supports six followships in the biological, chemical and medicinal fields, each averaging about $4,000. Almost every firm in the industry has taken some positive financial action, designed to increase student interest in scientific study.

Nevertheless, many pharmaceutical manufacturers report an inability to undertake important projects because of a dearth of qualified personnel.

The major American pharmaceutical houses, which consistently plow back into research an average of twenty per cent of their net profits before taxes, are not overly concerned by the fact that expenditures on organized research since 1946 have been more than double the total for all the previous years in our history.

PENICILLIN TABLETS

Penicillin G Potassium Tablets—Buffered—Flavored

	50,000 Units	100,000 Units	200,000 Units	250,000 Units
Box of 12	$0.33	$0.60	$0.94	$1.22 ea.
72 boxes of 12	0.30	0.56	0.89	1.17 ea.
144 boxes of 12	0.27	0.52	0.83	1.11 ea.
Bottle of 100	1.80	3.00	6.00	7.50 ea.
12 bottles of 100	1.70	2.78	5.67	7.22 ea.
24 bottles of 100	1.56	2.61	5.44	7.00 ea.

Penicillin G Potassium Tablets—Soluble—Effervescent

	50,000 Units	100,000 Units	200,000 Units	250,000 Units
Bottle of 100	$2.33	$3.78	$6.78	$8.00 ea.
12 bottles of 100	2.22	3.67	6.44	7.66 ea.
24 bottles of 100	2.11	3.56	6.11	7.33 ea.

DISCOUNT—10% on orders of $20.00 or more.

PREPAID—On orders of $40.00 or more.

MAYRAND INCORPORATED

Greensboro — Ethical Pharmaceuticals — North Carolina

"What really wories them," according to Chet Shaw, executive director of HNI, "is the realization that laboratories and expensive equipment are so much dead weight without trained minds to man them."

The HNI survey found the cause of the scientist shortage to be threefold: a basic lack of interest on the part of young people in scientific careers; inadequacies in the curriculum and teaching of scientific subjects at the high-school level; and stiff competition for scientists from other fields.

Some typical comments from company research directors:

"...Far too few well-trained virologists available to undertake the many projects which require investigation."

"...If we had twice as many good people in our research organization, we believe we could have nearly twice as many projects in motion."

"...We have 41 vacancies which will be most difficult to fill. This is the greatest number in the history of our company, and we have no doubt that we shall have to settle for something less than the most suitable candidates for many of these jobs."

"...We find it necessary to pay higher and higher salaries for good research men and we find it increasingly difficult as a small company to maintain the high standard of technical personnel on which we insist."

The Institute survey found almost unanimous agreement among the medical and laboratory directors polled that increased financial aid, while helpful, is not the ultimate solution to the scientist shortage. These company spokesmen believe the problem must be tackled through basic changes in high school curricula and in the teaching of scientific subjects.

Summing up the school problem nationally, one manufacturer declared:

"Out of every 100 public high schools in the nation today, 23 offer neither physics nor chemistry courses, 24 offer no geometry. In the five-year span beginning in 1950, the number of science and engineering graduates of American colleges has dropped more than 50 per cent."

"High school enrollment has climbed 16 per cent in the past five years, but the number of qualified science teachers has dropped 53 per cent. Last July high school administrators were able to fill only one out of three science teaching posts with qualified teachers."

"These facts lead to a disquieting estimate: by 1960, the fifteenth year of the atomic age and the end of the second decade of antibiotics, the United Sates will be short 100,000 scientists and engineers. This is the crisis we face."

The ultimate answer lies with school systems and public attitudes at the local level, according to industry spokesmen.

"Wherever a bond issue determines whether a high school will have a laboratory, wherever a Parent-Teacher Association can influence a school board not to drop a course in biology, wherever a young outfielder can be encouraged to train himself in the discipline of science, the crisis can be met and fought. Wherever citizens of any group encourage in any way the gifts of invention and discovery which are young America's inheritance from a great past, we keep alive the scientific revolution in which we have prospered thus far."

EVERFRESH MAGNESIA

The Name at the Top—It's EVERFRESH

and . . . . The top Name among quality brands

Assures PROFITS

Assures DEMANDS

"The swing is definitely toward the brands the public knows."

ORDER TODAY

Thru Your Wholesaler

List price, $2.30 per dozen. 10% off in case lots of 2 dozen bottles, $2.07 per dozen net. Minimum Retail Price, 30¢ each.

The McCambridge & McCambridge Co.

6400 Rhode Island Ave. Riverdale, Md.

Prescriptions vs. Pocketbook

Prescriptions penned by the nation's physicians probably represent the biggest health bargain the public has ever enjoyed. Collectively they buy better medical care at neighborhood pharmacies than at any time in history.

But the man who has just been handed a wrapped package by his pharmacist often has trouble reconciling this bargain with his pocketbook. This is not surprising, says the *Health News Institute*, New York. Unlike food and clothing, which are purchased in pleasant anticipation, drugs are bought in an atmosphere of pain, economic distress, and sometimes panic. Pharmaceuticals are products which no one really wants, but are, rather, things one must buy. Under these cirmumstances, they seem expensive at any price.

Drug store customers spent $1,233,000,000 for prescriptions in 1955, according to *Drug Trade News*. Yet surveys showed that the price per prescription averaged only $2.46.

Public criticism is most intense, however, on a small group of high-priced "catastrophic" prescriptions. Even these products, which actually constitute no more than four to six per cent of the total number, do not remain in the expensive category for long, as experience with penicillin, streptomycin and cortisone have shown. The *Journal of the American Medical Association* commented recently: "The pharmaceutical industry is as highly competitive as any that can be named. All of the evidence is that this severe competition forces the industry to do almost as much research to achieve cheaper production and marketing as it does to develop the new, or better, products."

Perhaps it is only human nature to overlook "what might have been" in the face of day-to-day problems. But truly, a prescription for an antibiotic that will prevent mastoiditis, the complication of middle ear infection that scarred children of previous generations, is a bargain even though there is little pleasure connected with its purchase.

LIGHT STUFF

- Here is one of Dr. Walter Hartung's favorites:

There were two friends on a duck-hunting trip. One had taken along a thermos full of hot coffee and the other, a jug of vodka. They waited in their blinds and were ever so patient, each on occasion taking from his special beverage. As they were about ready to go home, there came one lone duck, nothing else in sight. The coffee man took careful aim, followed the bird with his sights, allowed for its flying speed and fired. Bang, but no duck. Then the other fellow casually raised his gun, pointed it in the general direction of the flying fowl, without even looking down the gun barrel. Bang, a dead duck. The first then said, "I just don't get it. I took such pains and got nothing. You just fired and hit him." The other said, "Shucks, there's nothing to it when you see a big flock; fire into it and you're bound to hit at least one."

Rx CHOICE FOR COLDS

new ACHROCIDIN* syrup

TETRACYCLINE-ANALGESIC-ANTIHISTAMINE COMPOUND LEDERLE

HERE'S ANOTHER FORM OF THIS FAST-MOVING PRODUCT!
Delicious, lemon-lime flavored ACHROCIDIN SYRUP! For children and adults who prefer liquid medication!

YOUR BEST BET FOR THE COMMON COLD MARKET!
Doctors like the ACHROCIDIN formula because it hits both *cold symptoms* and *bacterial infections* that complicate colds!

BIG MARKET—RIGHT PRODUCT—RIGHT TIME!
ACHROCIDIN SYRUP is being thoroughly detailed and widely advertised! Doctors are now prescribing *both* ACHROCIDIN SYRUP and ACHROCIDIN TABLETS for young and old! Don't miss a single prescription! Get your order in now!

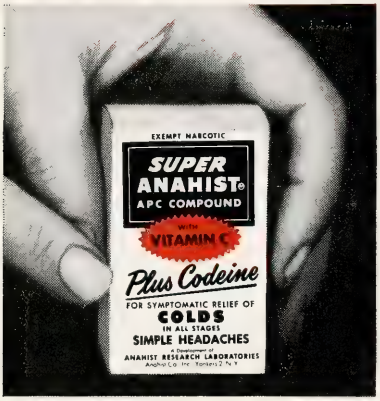
ACHROCIDIN SYRUP — *Bottle of 4 fl. oz.*

Lederle

LEDERLE LABORATORIES DIVISION
AMERICAN CYANAMID COMPANY
PEARL RIVER, NEW YORK
*Trademark

NEW! SUPER ANAHIST® PLUS CODEINE

For sale over the counter without a Prescription in Drug Stores only



Thc finest Cold Tablet formula available for sale over the counter

SUPER* ANAHIST *Plus Codeine
NEW EXCLUSIVE FORMULA

Each tablet contains . . .
Codeine Phosphate 2.0 mgs. (Warning: May be habit forming)—most effective common ingredient for stopping coughs.
Thonzylamine Hydrochloride 25 mg.—best-known antihistamine to check early cold symptoms, sneezing, watering eyes and many oher histamine effects.
Ascorbic Acid (Vitamin C) 20 mg.—important in helping to maintain resistance at its optimum level.
Aspirin 3½ gr.—**Phenacetin** 1½ gr.—most widely-used drugs for the home relief of pain; more effective, as combined, than if taken separately.
Caffeine ½ gr.—a recognized protection against depressive effects of colds and other suffering.

We quote from—

"The Pharmacological Basis of Therapeutics —Second Edition—Page 250"

"Small amounts of codeine (2 Mgm) will decrease the frequency of coughing without altering significantly the respiratory minute volume. Coughing should not be unnecessarily depressed, especially if bronchial secretion is profuse, because drainages will then be insufficient and complications may ensue."

In short, we give the retail druggist a Therapeutically effective Cold Tablet with Codeine which can be freely dispensed over the counter without a prescription.

You Participate Personally in Anahist Pharmacy Scholarship Award in Your Own State

Anahist Company guarantees to donate 25¢ for every half dozen *Super* Anahist plus Codeine purchased by the Retail Drug Trade (we anticipate a sale of 250,000 dozen, which would provide a fund of $125,000) to an Anahist Pharmacy Scholarship Fund to send some worthy boy or girl to Pharmacy School for one year, or to assist some Pharmacy Student now in school, at the discretion of the Dean of the Pharmacy School he or she is now attending.

It is intended that each state will participate to "whatever *percentage* of the total accumulated fund was contributed by that State to the fund".

It is our intention to make the distribution of the fund as flexible as possible, so that students can be attracted to Pharmacy, or assisted when they need it, without a lot of restrictions.

The exact method of distribution of the fund to each State has not been worked out at this writing, but this pledge by the Anahist Company is all Pharmacy needs.

This Anahist Pharmacy plan starts with shipments of Super Anahist plus Codeine about December 1, 1956 and Anahist guarantees to keep it in effect at least until December 1, 1957.

SEE YOUR WHOLESALE DRUG SALESMAN FOR DETAILS

Atkinson Retires

After 37 years of continuous service with the Federal Government, Narcotic Agent William T. Atkinson of Greensboro retired on January 31.

His career with the Bureau of Narcotics has carried him to Richmond, Va., New York City, Albany, N. Y., Washington, Baltimore, Norfolk, Huntington and Charleston, West Virginia, Wilmington and Greensboro, where he has been stationed since August 1, 1933.

Lederle Promotes Tyson

The appointment of Claude B. Tyson, Jr., of Durham, N. C., as Assistant Field Manager of Sales Education for Lederle Laboratories Division, American Cyanamid Company, Pearl River, N. Y., has been announced by H. W. McNey, Director of Sales.

A medical representative for Lederle in the Southeast Region since 1948, Mr. Tyson was born in Roseboro, North Carolina and received his Bachelor of Science degree from Wake Forest College. During World War II, he served with the U. S. Army.

New Equipment for Concord Store

Stanley Knight Soda Fountain and Luncheonette equipment has been installed by Berryhill Fountain Sales Co., Charlotte, in the new Beverly-Mar Drug Store at Concord, N. C.

New Territory for Berryhill Fountain Sales Co.

The Berryhill Fountain Sales Co., Charlotte, Distributor for Stanley Knight Soda Fountains and Luncheonette Equipment in North Carolina and Northern South Carolina for the past 12 years, is now covering the entire state of South Carolina as well as the entire state of North Carolina. The Berryhill Fountain Sales Co. has always been among the top distributors in sales for the entire United States.

Snack Bar for the MD's

The High Point Board of Adjustment has ruled that the new Medical Arts Center on Quaker Lane can operate a snack bar but cannot lease quarters for a pharmacy in the building.

Some 250 residents of the area in which the Medical Arts Center is located protested inclusion of a pharmacy and snack bar in the Center on grounds that such facilities are commercial operations which are not allowed in a residential A zone.

The board agreed to permit a "non-commercial" snack bar in the building, stipulating that the operation be supervised by the owners and not operated under a lease; that it be open to doctors, their employees and patients; and that transient trade not be permitted.

Supplies 441,000 Rx Blanks

The Mecklenburg Pharmaceutical Society, sponsors of a uniform, non-advertising prescription blank in Charlotte, supplied 441,000 blanks to local physicians in 1956.

The project is under the direct supervision of Gilbert Colina, Chief Pharmacist at Mercy Hospital. Gilbert collects the money from participating pharmacies, arranges for printing and distribution of the blanks.

The program, now several years old, is well received by both medical and pharmaceutical groups of Charlotte. Its continuing success can be attributed to the necessary paper work and leg work Gilbert has devoted to the program.

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Wake Society

The Pharmacist Society of Wake County, meeting in Raleigh on January 8, heard Attorney Ruffin Bailey discuss the pharmacy laws of North Carolina.

About 35 pharmacists attended the meeting, which was presided over by H. G. (Pop) Price, president.

Brace Shop Director Describes Work

Bert R. Titus, Director of the Prosthetic & Orthopedic Appliance Center of Duke Hospital, was the featured speaker at the January 29 meeting of the Durham-Orange Drug Club.

Mr. Titus exhibited some of the braces which he had constructed for amputees in the Duke Appliance Center. A movie, used primarily to help in the psychological readjustment of the amputee, was shown.

The speaker said that great advances in the field of prosthetic and orthopedic had been made in recent years—due to a great extent to research in the field. "There are slightly more than 4,000 amputees in North Carolina," the speaker told his audience.

Dr. Ben Cooper of the UNC School of Pharmacy reported on the progress of The Dental Formulary—a joint project of the North Carolina Dental Society and the North Carolina Pharmaceutical Association.

Ralph Rogers, Sr. and V. A. Shore were appointed delegates to the Durham Social Planning Council.

The meeting, held in Durham, was attended by about thirty members and guests. Claude Wheeler, president, presided.

Jackson Named Officer of Development Corporation

J. C. Jackson, Lumberton pharmacist and past president of the NCPA, has been selected as vice-president of the Lumberton Development Company.

The company was formed to secure options on 700 acres of land as future industrial sites. The land will be held for industries at non-inflationary prices if and when needed by industries desiring to locate in the Lumberton area.

Stock in the company is being sold to the general public.

Seeks Cannery for Town

David R. Davis of Williamston served as Chairman of his county's Heart Fund Committee during February. Also, he has been busy in a fund-raising campaign sponsored by the Williamston Industrial Development Corporation to bring a potato cannery to the town.

Lion Head

C. A. Wharton, Gibsonville, was recently installed as president of the newly organized Gibsonville Lions Club. Mr. Wharton and his father operate the Gibsonville Drug Company.

LIGHT STUFF

Apprehensive patient to MD: "What's my trouble, Doctor?"

MD: I'm not certain but if you were a building, you'd be condemned."

* * * *

Sign on back of hearse: "Drive Carefully —We Can't Wait!"

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

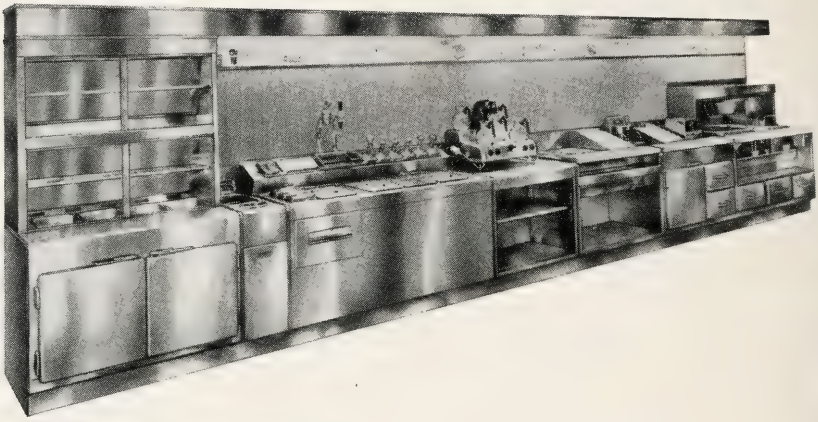
A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Stanley Knight
Soda Fountain and Luncheonette Equipment

Berryhill's
Stylemaster Streamline Drug Store Fixtures

Free Designing and Planning Service

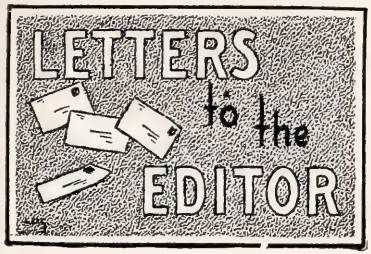


We Specialize in the complete installation of Drug Stores

If You Are Planning to Build a New Drug Store or Remodel—Write Us Today —Get Our Price Before You Buy—

Berryhill Fountain Sales Co.

P. O. Box 3251—Phone Edison 2-8945
Charlotte 3, N. C.



Exempt Narcotic

"Does the new product—Super Anahist lus Codeine—have to be registered in the xempt narcotic book?" The answer is "yes." The product is beginning to move nicely. s a result, it appears The Anahist Com- any will have a sizeable amount to contrib- te to the scholarship fund in North Caro- na.

Distilled Water

A member writes for information about istilled water with the expectation of having to supply a large quantity to a customer.

Suggested he investigate possibility of purchasing an electric Stokes Still, which produces distilled water at the rate of a gallon an hour; the cost, about 5¢ a gallon.

Some pharmacists might find it profitable to act as supplier to others. The usual price for distilled water is 75¢ a gallon.

Write Cardinal Products, Inc., Drawer 1611, Durham, N. C. for a catalogue.

Obsolete Prescriptions

Pharmacist has some obsolete prescriptions on file which he wishes to destroy. Wants to know what the law has to say about this.

Since the state pharmacy law requires prescriptions to be retained for a period of five years, it is obvious that any prescriptions, including narcotic prescriptions, older than five years may be destroyed.

As a matter of practice, most pharmacists retain all their prescriptions indefinitely. Occasionally a refill request comes in that date back ten, twenty or thirty years.

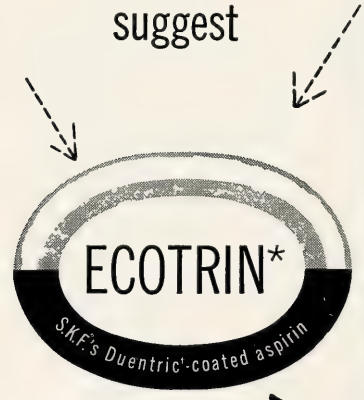
Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA

whenever you
hear complaints
of gastric upset
caused by aspirin,
suggest



Ecotrin* (S.K.F.'s Duentric†-coated aspirin) gives full aspirin effectiveness without gastric upset. Particularly useful in rheumatic disease where high doses of aspirin are often routine.

Smith, Kline & French
Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off. †Trademark

New Pharmacies Licensed by the State Board of Pharmacy

Adams Professional Pharmacy, Inc., Doctors Building, Doctors Drive, Asheville. James W. Adams, pharmacist in charge.

Beverly-Mar Drug Company, 624 North Church Street, Concord. N. F. Nixon, pharmacist in charge.

Barton's Florida Street Pharmacy, Cor. Florida Street and Freeman Mill Road, Greensboro. W. H. Barton, owner-pharmacist in charge.

Change in Firm Name & Ownership

The Standard Pharmacy of Wilmington Inc., 213 North Front Street, Wilmington (formerly Standard Pharmacy). Edith C. Glass, owner; L. A. Odom, pharmacist in charge.

Shigley's Grove Park Pharmacy, 25 Charlotte Street, Asheville (formerly Grove Park Pharmacy). H. H. Shigley, owner and pharmacist in charge.

Smith's Drugs, Inc., 227 Main Street Forest City (formerly Smith's Cut Rate Drug). Grady Shuford, part owner and pharmacist in charge.

Change in Ownership

Boyce Drug Company, Main Street, Wa renton. W. F. Farmer, owner and pha macist in charge.

Tri-City Pharmacy, 108 South Mai Street, Kernersville. Clifton S. Brinkle owner and pharmacist in charge.

Clyde Pharmacy, Clyde. S. L. Dantzl and R. L. McKittrick, owners; R. L. M Kittrick, pharmacist in charge.

Leggett & Davis, 323 South Broad Stree Edenton. W. H. Hollowell, owner and pha macist in charge.

Conover Drug Company, Main Stree Conover. Mrs. C. R. Yoder, owner; Bil L. Price, pharmacist in charge.

Pleasant Garden Drug Store, Pleasa Garden. V. F. Smith, owner and pharm cist in charge.

New Location

The Drug Center, Kannapolis Highwa Concord, has been moved to Granite Quar where it is being operated as the Gran Drug Company, Inc. Charl Sanders is owner and pharmacist in charge.

Mercy Hospital Formulary Published

Add to a growing list of useful pharmaceutical reference books the just published "Mercy Hospital Formulary," compiled and edited by Gilbert Colina, Chief Pharmacist at Mercy Hospital.

The 178 pages book, including 33-page index, is arranged pharmacologically. Includes a large number of the Hospital's special formulations.

Assisting Mr. Colina with the Formular were Pharmacist Charles Norris and the following members of the Hospital's Pharmacy & Therapeutics Committee: Doctors Elias Faison, Claude B. Squires, George Page, John P. Harloe, Edward Hardman, Earl Spaugh, and David G. Welton.

Copies of the Formulary may be purchased for $2.00. Send your order to: Gilbert Colina, Mercy Hospital, Charlotte.

Joins Lederle

Maurice Hall has joined Lederle Laboratories Division, American Cyanamid Company as a sales representative in Wilmington.

Mr. Hall is a native of Spartanburg, South Carolina and attended high school in Sanford. He received his B.A. Degree from the University of North Carolina in 1953.

Before going with Lederle, he was a Research Assistant at the Psychometric Laboratory, Chapel Hill.

To Represent Miles in State

Harold Daniels, formerly with Peabody Drug Company in Durham, is now Miles Laboratories Representative in North Carolina.

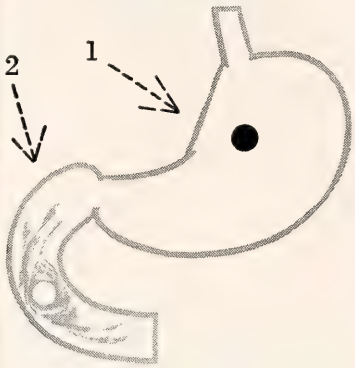
He relaces Robert H. (Bob) Brownie, now representing Drug Package, Inc. with headquarters in Richmond, Virginia.

Change in Firm Name

The Strickland-Lawhon Drug Company, 201 Hay Street, Fayetteville, now operates as Strickland's Drug Store. C. B. Strickland is the owner and pharmacist in charge.

Hollingsworth Pharmacy, South Pine Street, Mount Airy, now operates as the Square Pharmacy. Horace Baker is the owner and pharmacist in charge.

how 'ECOTRIN' (S.K.F.'s Duentric†-coated aspirin) prevents aspirin-induced gastric upset



Ecotrin's 'Duentric' coating remains intact in the stomach (1), but disintegrates almost immediately in the small intestine (2), assuring full aspirin effect without gastric irritation. Particularly useful in rheumatic disease where high doses of aspirin are often routine.

ECOTRIN*
S.K.F.'s Duentric†-coated aspirin

Available in 5 gr. tablets, bottles of 100.

Smith, Kline & French Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off. †Trademark

QUALITY

The Best Word to Describe

Photo Finishing

By

FOISTER-PALM PHOTO SERVICE
161 East Franklin Street
Chapel Hill, N. C.
Phone 3171

B & H PHOTO COMPANY
419 East Trade Street
Charlotte, N. C.
Phone: Edison 3-5406

Makers of SUPER-TONE Prints
"Truly the Finest in Snapshots"

Lisk & Walker Top Million Rx Mark

It's rare indeed for a drug store to fill its one millionth prescription, even in this modern time, and it's rarer still for two of them in the same city to attain that mark so relatively close together that the two signal achievements can be formally or publicly recognized at the same time.

Yet that was the case on November 13 in Charlotte when the Lederle Award for Meritorious Community Service through Pharmacy was presented to Pharmacists Clyde Lisk of Lisk Pharmacy, 826 East Trade Street, and F. Herman Cline of Walker's Drug Store, 332 North Tryon Street.

Both of the presentations, in the pharmacists' respective stores, were made by C. D. Blanton of Kings Mountain, president-elect of the North Carolina Pharmaceutical Association, who called attention to the significance of a pharmacy's attaining the one millionth mark in prescriptions.

For one thing, he observed, it is indicative of the trust people place in pharmacy and also of the confidence the medical profession has in its service.

E. E. Thomison of Charlotte, district manager of Lederle Laboratories, who was present at both presentations, along with Ed Jackson, Lederle representative who regularly calls on the trade in the Charlotte area, noted that only a little over two hun-

(Continued on page 89)

Pharmacist F. Herman Cline of Walker's Drug Store, Charlotte, receiving the Lederle Award for Meritorious Community Service Through Pharmacy from C. D. Blanton of Kings Mountain, president-elect of the North Carolina Pharmaceutical Association. Left to right, above, E. E. Thomison, of Charlotte, Lederle district manager, Mr. Blanton, Mr. Cline and Ed Jackson, Lederle representative who regularly calls on the trade in the Charlotte area.

Pharmacist Clyde Lisk (left, above) of Lisk's Pharmacy, Charlotte, holding the million prescription written at Lisk's, and Pharmacist James Addison Bland, also of Lisk's. The Lederle Award for Meritorious Community Service Through Pharmacy was presented to Mr. Lisk on the same day that such an award was made to Mr. Cline of Walker's the same city. Both award presentations were made by C. D. Blanton of Kings Mountain president-elect of the North Carolina Pharmaceutical Association.

ONE - STOP - SHOP

Nearly everyone does why not you? Geer—your service wholesale druggist is your one-stop-shop with over 20,000 items to back up your stock—and every item available when you need it—ONE CALL BUYS ALL.

GEER GIVES YOU ONE-STOP-SHOPPING

Use GEER for SERVICE

THE GEER DRUG COMPANY

LISK & WALKER

red Lederle awards have been made so far
n the nation.

The Lederle Award was established by
ederle Laboratories, Division of American
yanamid Company, to be bestowed in con-
nction with the filling of the millionth
rescription by a pharmacy.

The citations on the plaques presented to
ne Charlotte pharmacists read:

"Know all men by these present that one
illion prescriptions have been compounded
y the dedicated professional pharmacists of
ame of pharmacy), said prescriptions re-
ested by physicians to cure the ills, re-
ve the suffering and improve the health
d well being of hundreds of thousands
men, women and children of the commu-
ty. Conferred in respectful tribute to the
cient and honorable traditions of the pro-
ssion of pharmacy."

Both Mr. Cline and Mr. Lisk are well
own in their chosen profession as well as
their communities, where they have long
en identified with Charlotte's civic and
mmercial life.

Mr. Cline has served as a director of the
armaceutical Research Foundation at
apel Hill and Mr. Lisk is a former mem-
r of the executive committee of the North
rolina Pharmaceutical Association.

Mr. Lisk, a native of Norwood in this
te, established his first store in the Bel-
nt section of Charlotte in 1912, three
rs after his graduation from the Uni-
sity of Maryland's School of Pharmacy,
moved to his present location in 1931.

He has served as a member of the Charlotte Board and has been active in affairs of the Charlotte Chamber of Commerce, Charlotte Merchants Association, and others. He is a Mason.

A graduate of the University of North Carolina, Mr. Cline started his pharmaceutical career at Kannapolis in his home county of Cabarrus, came to Walker's in Charlotte in 1927, about a decade after it was founded by the late T. A. Walker. Since 1939 he has been president of T. A. Walker, Inc.

He is a Mason and a Shriner and has served as vice-president of the Charlotte Merchants Association and also as a member of the board of directors. He has also served as a director of the Civitan Club in Charlotte.

The first Lederle award in North Carolina was made last July to Dean Tainter of Tainter's in Marion. The presentation was made at Chapel Hill by W. J. Smith, executive secretary of the North Carolina Pharmaceutical Association.

Details of the arrangements for the presentations at Charlotte were set up by Mr. Jackson, local Lederle representative regularly calling on the trade in the Charlotte area. Mr. Thomison has been in Charlotte since last summer as Lederle district manager. Charlotte is also district headquarters for several other American Cyanamid Company divisions other than Lederle.

Wanted

One or two pints of Lilly's Ammonium Valerate. C. C. Turner, Hall's Drug Store, Scotland Neck, N. C.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our

Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.

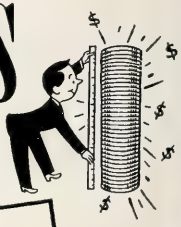
THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

Snap Back with STANBACK for TIRED ACHING MUSCLES
STANBACK
Trade Mark Reg. U.S. Pat Off.
ANALGESIC POWDERS
STANBACK
ANALGESIC TABLETS
For Relief of HEADACHE and NEURALGIA
STANBACK COMPANY, LTD.
Guaranteed by Good Housekeeping
REPLACEMENT OR REFUND OF MONEY IF NOT AS ADVERTISED THEREIN

50 POWDERS
or
100 TABLETS

...a better value for your customer!

HOWELL HALL HAPPENINGS

The new catalogue of the School of Pharacy is now available and will be sent to harmacists and prospective students on request.

A portable television set with a 17" screen as been purchased for the School of Pharacy from undesignated gifts from the harlotte Women's Auxiliary. It will be used r educational programs and special events be seen by students when they are free om regular classes. The inauguration of esident Eisenhower was the first special ent to be covered with this set.

The Chapel Hill Story, a pamphlet on the rrent needs at the University of North rolina, listed funds for a new pharmacy hool building and for remodeling Howell ll for the School of Journalism as the mber one and two needs in the way of rmanent improvements. The best assurance ssible has been received from Raleigh t these long-standing needs will be met the General Assembly.

Mrs. Joyce Semeniuk was welcomed to pharmacy school family at a reception en by Dean and Mrs. Brecht at their ne on January 6. In addition to all of the ulty the guests included Miss Alice Noble, s. I. W. Rose, Dr. and Mrs. Henry T. rk, Jr., and Mr. and Mrs. H. C. Mcister.

Dr. Ben F. Cooper, Assistant Professor Pharmacy, has been appointed chairman the Dental Formulary Committee. The tal Formulary is a joint project of the C. Pharmaceutical Association and N. C. tal Society.

Dr. Cooper addressed the Warsaw Rotary b on December 27. He spoke on "What Vitamins?"

Dean Brecht gave his annual lecture demtration on artificial respiration to the or students of the School of Nursing on uary 4.

Mr. F. C. Hammerness, Assistant Prof. or of Pharmacy Administration, atled the Plus Sales Clinic sponsored by Dr. T. C. Smith Company of Asheville at Hickory on January 11. The Clinic was arranged by Mr. James W. Harrison.

On January 15 sleet and cold weather forced the cancellation of the meeting of the Student Branches of the N.C.P.A. and A.Ph.A. On the following day all classes in the University were cancelled due to unsafe road conditions.

Dean Brecht attended a meeting on the Committee on Achievement and Predictive Tests of the American Association of Colleges of Pharmacy at Indianapolis on January 24-26.

Recent publications from the School of Pharmacy have included "A Study of Enteric Coatings and Selected Resins in Enteric Formulas" by William J. Sheffield and Herman O. Thompson in *Drug Standards* and "The One and Only Pharmacy Library in North Carolina" by Alice Noble in *North Carolina Libraries.*

Professor Ben F. Cooper has been reelected a deacon in the Chapel Hill Baptist Church.

Mr. I. T. Reamer of the Duke Hospital Pharmacy has renewed subscriptions to the ten leading hospital journals for the Pharmacy Library. This annual gift by Mr. Reamer was originated in 1946.

Dr. C. L. Sockwell of the faculty of the School of Dentistry has presented to the Pharmacy School Museum a clinical thermometer manufactured by H. Weinhagen of New York bearing a certification date of July 16, 1895. The thermometer was found in the home of Dr. Sockwell's mother in St. Petersburg, Florida. It is interesting that the price of this thermometer was $1.25 more than sixty years ago.

Pharmacies Closed

Professional Pharmacy, Bladenboro
Morgan's Ethical Pharmacy, Spindale
Barger & Company, Faith
Martin Drug Company, Macclesfield
Long's Drug Store, Brevard
Cherry Point Pharmacy, Havelock
S. H. Reid, Prescription Druggist, Washington

ASK YOUR MILES SALESMAN FOR...

AMERICA'S MOST POPULAR

TAPE DISPLAY FIXTURE

It's yours for the asking. If you've never had one or your present one "has seen better days", here's your chance to get a real time saver and sales-maker. Speeds customer service . . . you can wrap their packages in a wink! It boosts ALKA-SELTZER sales . . . so both ways it's money in your pocket.

Your Miles man has one of these dispenser display units for you. Ask for one.

Second Announcement!

MILES LABORATORIES WILL AWARD

$100.00 EVERY MONTH to druggists and drugstore employees for any "PROFIT-MAKING IDEAS" we publish

Send us any idea (*it does not have to concern Miles products*) that has increased profits for your store. It can be on promotion, display, purchasing, or anything that concerns drugstore operations. All "ideas" sent in become the property of Miles Laboratories, Inc., to be used as it sees fit.

Be sure to include your WHOLESALE SALESMAN'S name and his company with your entry so he can get **$50.00** if your idea is published!

MAIL ALL IDEAS TO:
Miles Laboratories, Inc.
Dept. TC-2, Elkhart, Ind.

YOUR IDEA MAY BE THE 1ST TO BE PUBLISHED! LOOK FOR THE ALKA-SELTZER AD IN THE APRIL ISSUE OF THIS MAGAZINE!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Alka-Seltzer
Alka-Seltzer®
BRAND

Partner of Retail Dru... more than

Peoples Drug Chain Abandons Trading Stamps

After a nine months' test in its 40 Maryland and Virginia stores, the Peoples Drug Store chain has dropped trading stamps.

Action taken by the Peoples organization is interpreted as confirming the often-repeated statement that stamps do not pay off in drug stores due to difficulty in adjusting prices upward to meet the additional expense.

Trading stamps have shown their top growth in food supers, where prices, particularly on produce and meats, are adjusted daily to the cost of doing business. In the more stabilized drug field, the costs of trading stamps cannot be so readily absorbed, hence such costs come out of net profits.

The Peoples chain, one of the most efficiently operated of all drug chains, would not have dropped trading stamps had this plan of merchandising paid off as claimed—extra sales volume more than offsets the cost.

Only If Serious

Just so we won't be accused of suppressing the news, we reproduce an advertisement which appeared in the PARD (Philadelphia) Bulletin:

Male Pharmacist Wanted

Widow of pharmacist, late 40s, slender, attractive, young in spirit, with zest for living, likes music, dancing, shows, has good store, comfortable home, car, & substantial income, seeks presentable pharmacist 45-55, of excellent character who wants good home, loving helpmate & security. Need not have money. Only requirements: help manage business, finances & be affectionate, loyal spouse. Only if you are serious—write: P.A.R.D. Bulletin, Box 201.

Service Addresses

Lt. (jg) H. H. Daniels
Quarters "O"
Naval Aviation Supply Depot
700 Robbins Avenue
Philadelphia 11, Pa.

LANCE STANDS OUT

IN QUALITY
IN PROFIT
IN CONSUMER SATISFACTION

FROM THE HOUSE OF LANCE®

King Employees Receive First Salk Shots

The approximately 100 employees of the W. H. King Drug Company, largest wholesale drug organization in the Carolinas, have set an example for adult use of Salk antipolio vaccine. The company's home office is in Raleigh, N. C., and it maintains branches at Durham and Winston-Salem, N. C., and Florence, S. C.

Responding to a public suggestion of Governor Luther H. Hodges of the State of North Carolina and health authorities, President Homer C. Starling of the King firm decided to offer the Salk vaccine free to all of the employees of the Raleigh home office. So, on the appointed day, practically all of the King personnel lined up and took their first Salk "shots" recently; and intend to continue until all three doses are administered over a period of several months.

"As Salk vaccine now is in ample supply for administration to adults above the free ages, we felt that it was good business and in the interest of the good health of our organization and its individuals to offer the vaccine at the company's expense," said President Starling.

"Polio statistics for the past year show that 25 per cent of victims of the disease were above the age of 19 years and that there is a statistical tendency of the disease to invade the upper age brackets. Free vaccine is available to children though the teenage bracket and for a time the vaccine was not available to adults. But as it now is available to adults, we feel that grownups should take advantage of protection from this dread disease on a commercial basis. We hope other business firms will follow our example and invite their adult employees to take the Salk vaccine as sound preventive medicine and worth-while health insurance."

W. H. King Drug Company President Homer C. Starling shown receiving first shot of Salk vaccine, which firm provided without cost to all employees.

Antidote Manual Released

Accidental poisoning is of greatest danger pre-school age children, according to the *ealth News Institute,* New York. During 55, 340 youngsters up to five years of age ed. This accounted for 32 per cent of all cidental poisoning in the home.

The figure compares with only 30 deaths the 5 to 15 year age group, according to National Safety Council.

Doctors are prepared for such emergens. Pediatricians recently received a new nual containing a representative list of household products that might be poious, listing recommended treatment. A operative effort between doctors and intry, the manual was prepared by the erican Academy of Pediatrics and made ilable by Johnson & Johnson, manufacers of surgical dressings, baby and al products.

ut prevention is much better than an antidote, says the Health News Institute. Here are some ways parents can avoid accidents:

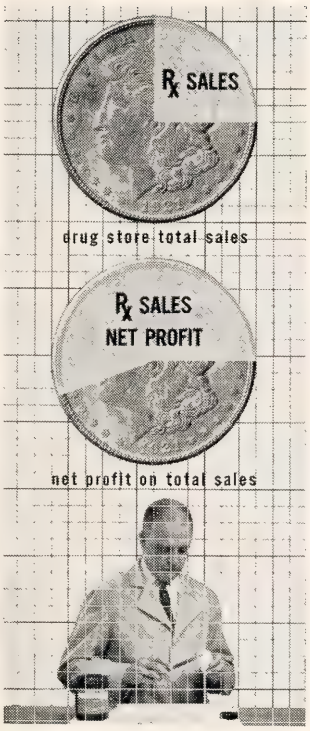
- Keep all drugs and chemicals out of reach of children.
- Keep the medicine shelf clean. Don't save unused prescription drugs after the need for them has passed.
- Don't put drugs or chemicals in food containers.

Care at home is the child's best protection.

Hospital Pharmacist Wanted

Position open for a hospital pharmacist, preferably a woman since complete maintenance can be provided, at the Cleveland County Hospital, Shelby Unit, Shelby, N. C.

Write or call either Miss Jeanette Hunter or George W. Laycock, Administrator.



GOODS ALL SOLD Lilly WERE WELL BOUGHT

Professional Fact

The prescription department provides the profit foundation for most successful drug stores. Statistics show that the prescription department contributes one-fourth of total store volume and well over half of net profit on sales in the average drug store. Adequate inventories are vital to the operation of this professional service. We are ready and able to supply you with the thousands of necessary drug items . . . according to your current needs. Utilize our comprehensive stocks to maintain an efficient, profitable turnover rate. Let us service your orders.

WE ARE A Lilly DISTRIBUTOR

THE PEABODY DRUG COMPANY

Durham, North Carolina

DOINGS

OF THE AUXILIARIES

REPORTERS

- **Charlotte—Mrs. James A. Wolfe**
- **Wilmington—Mrs. A. J. Simeone**
- **Greensboro—Mrs. J. A. Ranzenhofer**
- **High Point—Mrs. J. Louis Coble**
- **Raleigh—Mrs. Romas T. White, Jr.**
- **Winston-Salem—Mrs. John Holland**
- **Pharmacy Wives—Mrs. Paul Stevenson**
- **Alamance—Mrs. C. A. Wharton**
- **Rowan—Mrs. E. R. Fuller**

Charlotte Druggist Auxiliary

Amidst new surroundings the Charlotte Druggist Auxiliary met at the Chez Montet Restaurant on January 8th to hear our own Jo Kendall, State President of the North Carolina Pharmaceutical Association Auxiliary, tell us some very interesting and informative facts about the Auxiliary.

The devotional was given by Mrs. H. G. Blackmon. Guests, introduced by Mrs. T. E. Whitehead, Membership Chairman, were Mesdames S. A. Benton, Charles Brantley, and Mary Snider.

A lovely arrangement of yellow flowers by Mrs. J. H. Morris, Jr. and Mrs. Robert Biberstein decorated the center table. Door prizes were won by Mesdames Charles Brantley, M. J. Dean, and Clyde Lisk, Jr.

Final plans for the annual Benefit Bridge-Canasta Party to be held on January 29th at the new Park Center were made, the money derived from this benefit to be used to furnish scholarships for two Pharmacy students at the University.

Rowan

The Rowan Drug Auxiliary met for their January luncheon at Dimizzios for a delicious seafood meal.

Mrs. Edwin Fuller, president, welcomed two new members: Mrs. Jack Rodgers and Mrs. Paul Miller. This brings our total membership to fourteen.

After the opening ritual led by the chaplain, Mrs. J. W. Compton, Mrs. Robert Milton, program chairman, introduced Miss Julia Groves who gave a program lectur with colored slides on her trip to the Hol Land. The entire trip took three and one half months and included Honolulu, Singa pore, China, Japan, India, Egypt, Jordan Israel, Italy, Paris, and London.

Mrs. Miller volunteered to make copie of the clubs by-laws for each member.

An open discussion was had as to wher to meet for the February meeting an Dimizzios was the choice.

Since there was no further business, th president adjourned the meeting at 2:3 p.m.

Greensboro

Mrs. P. W. Kendall of Charlotte, pres dent of The Woman's Auxiliary of th NCPA, spoke to the local auxiliary at luncheon on January 22.

Introduced by Mrs. William P. Brew a past president of the state auxilia Mrs. Kendall talked about the history of t Auxiliary and some of the projects in whi the organization has been engaged over t past twenty years.

A former state president of the Auxiliar Mrs. Edwin R. Fuller of Salisbury, w welcomed as a guest. Other guests prese were Mrs. G. B. Smith of Stokesdale, M George Gillespie and Mrs. Gale Lemley.

Mrs. Phillip Reed was welcomed as new member. The attendance prize was w by Mrs. W. E. Davis.

Hostesses for the meeting were Mrs. P. Gaddy, Mrs. T. G. Crutchfield, Mrs. A. Gwynn, Mrs. J. C. Knight and Mrs. D. Andrews.

Executive Board Meets

The Annual meeting of the Execut Board of The Woman's Auxiliary of NCPA was held in Chapel Hill at the stitute of Pharmacy on January 30.

Purpose of the meeting was a gen discussion of Auxiliary business and to the ground work for the convention, w will be held in Charlotte in May.

Mrs. W. L. West, Chairman of the P ects Committee, outlined a plan to r funds for Auxiliary-sponsored programs.

Mrs. F. F. Potter and Mrs. J. A. W of The Charlotte Auxiliary participated

pre-convention planning session, so that some of the preliminary details of the annual meeting could be completed at this time.

The Nominating Committee, consisting of Mesdames M. L. Jacobs, Haywood Jones and James M. Darlington, prepared its report for presentation at the convention.

Mrs. P. W. Kendall, president of the Auxiliary, presided during the business session. Other members of the executive board present were: Mesdames W. P. Brewer, Edwin R. Fuller, T. M. Holland, B. R. Harward, Davis McGowan, Dorsey Welch and G. C. Hartis.

Between sessions of the Executive Board and the committees, the ladies were guests of the NCPA at a luncheon served in the Page Room of The Institute of Pharmacy. Mrs. W. J. Smith was hostess.

Pharmacy Wives

An interesting historical outline of the Woman's Auxiliary of the NCPA, including a year by year account of its growth and accomplishments, was given by Mrs. P. W. Kendall of Charlotte in a talk to The Pharmacy Wives of Chapel Hill on January 30.

Mrs. Kendall, president of the State Auxiliary, also discussed the organization's relationship with the School of Pharmacy and the Institute of Pharmacy; the Auxiliary's scholarship and emergency loan funds; the work of the locals and other activities in which it, the largest group of its type in the United States, participates.

A reception in honor of Mrs. Kendall followed the meeting.

Held in the Institute of Pharmacy, the meeting was attended by members of The Pharmacy Wives and special guests from Chapel Hill and Carrboro.

Salley Elected

W. Moss Salley, Jr. of Asheville, a member of the State Board of Pharmacy, was recently elected president of the newly reactivated WNC Alumni Club of the Phi Delta Theta Fraternity.

Another honor has come to Mr. Salley. He was one of six nominees for the Asheville Junior Chamber of Commerce's annual Distinguished Service Award.

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Anderson

Ernest Ruffin Anderson, Sr., 58, died o January 7 at the High Point Memori Hospital following a period of declinin health.

A native of Wendell, Mr. Anderson was resident of High Point for 18 years, whe he was owner-manager of Anderson's We End Drug Store.

Immediate survivors are his wife, th former Miss Esther Jordan; two sons, Erne Jr. and William A., both of High Point and a daughter, Mrs. Betsy Anderson Clon of Fayetteville.

A member of the Board of Deacons of th First Baptist Church, a Mason and a pa president of the Cooperative Club (now Se toma Club), Mr. Anderson was one of th leaders in the development of the west en section of High Point.

J. T. Allen

J. T. Allen, 70, co-owner of the Alle Drug Company, Cherryville, died January in a Charlotte hospital following a bri illness.

At the time of his death, Mr. Allen w president of the Cherryville National Ban and vice-president and director of th Cherryville Building and Loan Associatio

S. G. Clark

Samuel Gordon Clark, '43, operator drug stores in New Bern and Havelo died unexpectedly on January 5.

Death was attributed to a hemorrhage the lungs.

A graduate of the University of Nor Carolina School of Pharmacy, Mr. Cla established the New Bern store about twen years ago. An influx of military personn during World War II helped to make t store one of the top-volume pharmacies the state.

This cooperative full-page newspaper (opposite page), sponsored by the dr stores of Roanoke Rapids, was helpful stemming the tide of the door to do vitamin peddlers.

Page proofs of the ad available on quest.

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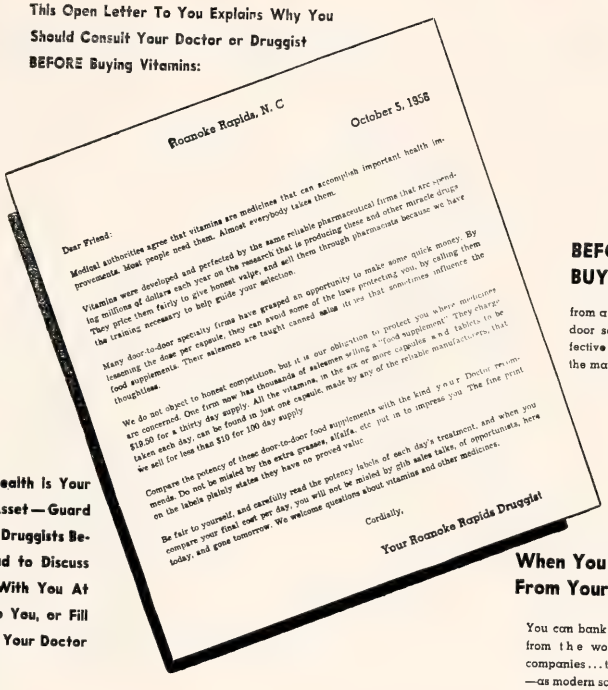
Let Your Druggist Advise You!

This Open Letter To You Explains Why You Should Consult Your Doctor or Druggist BEFORE Buying Vitamins:



Roanoke Rapids, N. C October 5, 1956

Dear Friend:

Medical authorities agree that vitamins are medicines that can accomplish important health improvements. Most people need them. Almost everybody takes them.

Vitamins were developed and perfected by the same reliable pharmaceutical firms that are spending millions of dollars each year on the research that is producing these and other miracle drugs. They price them fairly to give honest value, and sell them through pharmacists because we have the training necessary to help guide your selection.

Many door-to-door specialty firms have grasped an opportunity to make some quick money. By lessening the dose per capsule, they can avoid some of the laws protecting you, by calling them food supplements. Their salesmen are taught canned sales talks that sometimes influence the thoughtless.

We do not object to honest competition, but it is our obligation to protect you where medicines are concerned. One firm now has thousands of salesmen selling a "food supplement". They charge $19.50 for a thirty day supply. All the vitamins, in the six or more capsules and tablets to be taken each day, can be found in just one capsule, made by any of the reliable manufacturers that we sell for less than $10 for 100 day supply.

Compare the potency of these door-to-door food supplements with the kind your Doctor recommends. Do not be misled by the extra grasses, alfalfa, etc. put in to impress you. The fine print on the labels plainly states they have no proved value.

Be fair to yourself, and carefully read the potency labels of each day's treatment, and when you compare your final cost per day, you will not be misled by glib sales talks of opportunists, here today, and gone tomorrow. We welcome questions about vitamins and other medicines.

Cordially,

Your Roanoke Rapids Druggist

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from a mail order house or a door-to-door salesman, ask yourself: How effective is his product? How reliable is the manufacturer?

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oanoke Pharmacy Co.
oanoke Avenue
Phone 7-5741

Savage Drug Store
1018 Roanoke Avenue
Phone 7-3827

Timberlake's Drug Store
215 Roanoke Avenue
Phone 7-2561

News Briefs

John Friday, Anita Friday and John McDonald are the incorporators of the Hillcrest Pharmacy, Gastonia. Authorized capital stock is $100,000.

* * * *

Lacy Gilbert has closed his pharmacy—Professional Pharmacy—in Bladenboro and has accepted a position with the Lumberton Drug Company.

He replaces Herbert McKeithan, who is now employed by the Legion Drug Store of Laurinburg.

* * * *

Harold A. Heusner, a sales representative for Lederle Laboratories Division, American Cyanamid Company, has been transferred to Durham. He attended the University of Minnesota; previously represented Lederle in Scranton, Pa.

* * * *

Dorsey Welch was in Chapel Hill on January 23 to attend a "better schools" meeting, held at The Carolina Inn. Mr. Welch is chairman of Washington's board of education.

* * * *

On the first of the year Ralph E. Carter, Jr. of Wilmington (Lane's Drug Stores) switched from retail to hospital pharmacy. Now living in Winston-Salem, he is a staff pharmacist at the City Memorial Hospital. Says "in the short time I have been here many of the advantages of hospital pharmacy are apparent: short hours, good pay and encellent working conditions."

* * * *

Allison James, absent from pharmacy for many years, returns to active practice with Ray's Drug Store, Walnut Cove.

* * * *

The Boyce Drug Company of Warrenton has been sold to William F. Farmer, formerly co-owner of Hall's Drug Store, Scotland Neck, but more recently manager of an Enfield drug store.

* * * *

NCPA Past-President W. Latham West of Roseboro was in Chapel Hill recently for a meeting of the State Heart Association, of which he is a director.

R. C. (Bob) Huntley, formerly of Charlotte, writes from the Doctors' Hospital, Coral Gables, Florida: "Am giving hospital pharmacy a try but can't get used to not having the customers complain."

* * * *

S. A. Dantzler and R. L. McKitrick, partners at Dan's Drugs, Waynesville, are the new owners of the Clyde Pharmacy, located in nearby Clyde, N. C. The Clyde Pharmacy was established in 1898.

* * * *

A new self-service drug store for Selma is being planned by W. H. (Bill) Creech, owner of the Selma Drug Company. Two store buildings, recently acquired by Creech, are being remodeled for the new store.

* * * *

David A. Dowdy, Jr., having fulfilled his obligation to Uncle Sam, has returned to High Point and Mann Drug Store #1.

* * * *

While home over a holiday period, UNC Pharmacy School professor Ben Cooper was called on by one of Warsaw's civic clubs for a talk, "What Are Vitamins?"

This is the season for . . .

Do you have an adequate stock?

Last Fall and Winter new sales records were set for Soltice Quick-Rub. This Spring even these records will topple as the demand continues to grow for this new greaseless, stainless rub that gives FAST relief to cold misery.

Soltice—a popular item in the Summer for the relief of sore muscles, rheumatic aches, tired feet, non-poisonous insect bites, etc.—is a best seller throughout the cold season. Do you have an adequate stock? If not, mail your order today. It'll get prompt attention.

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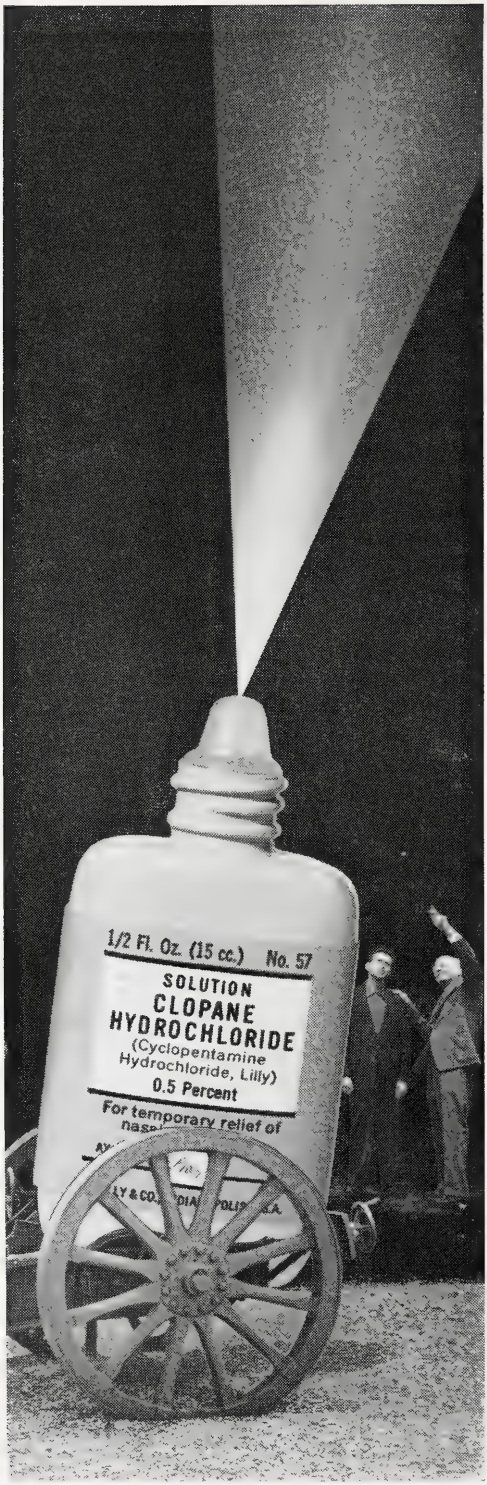

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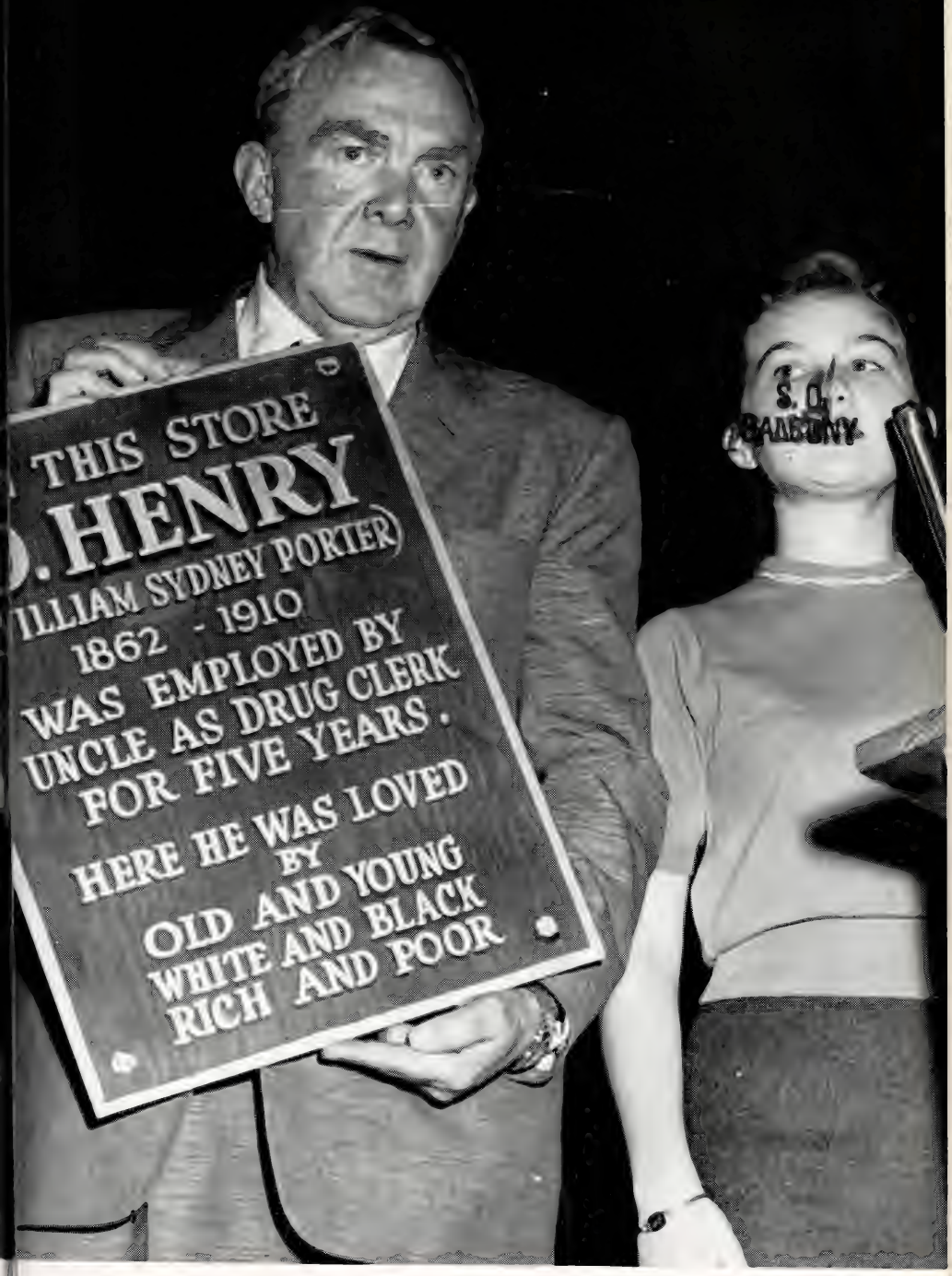

The Carolina **JOURNAL OF PHARMACY**

Volume XXXVIII MARCH, 1957 Number 3

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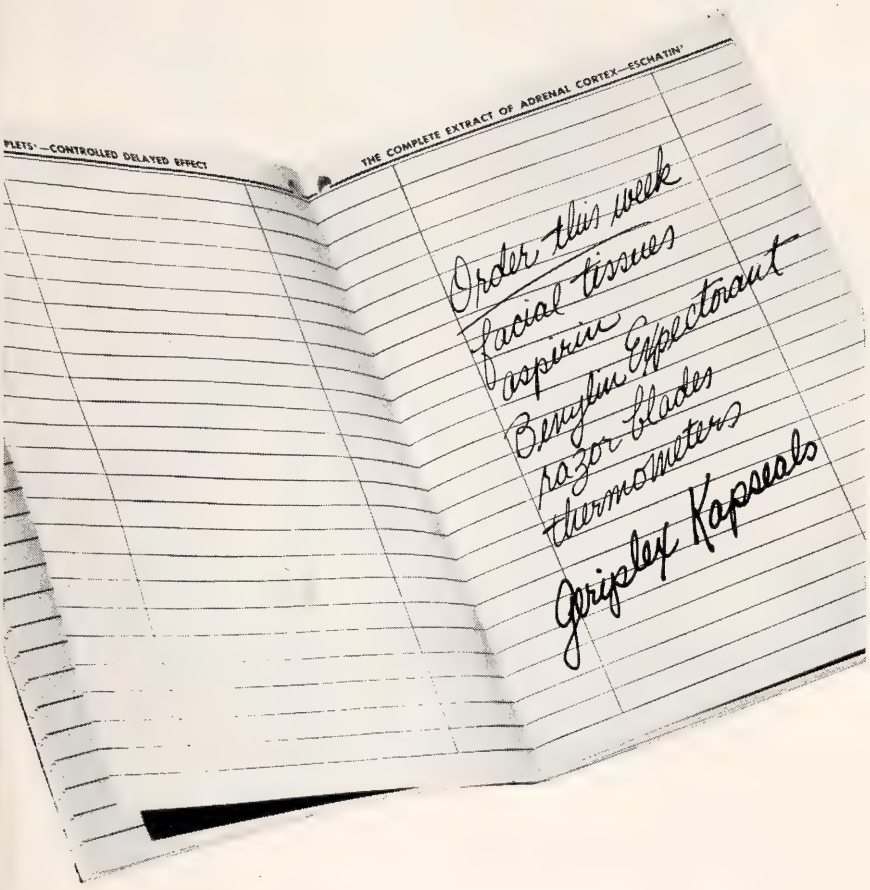

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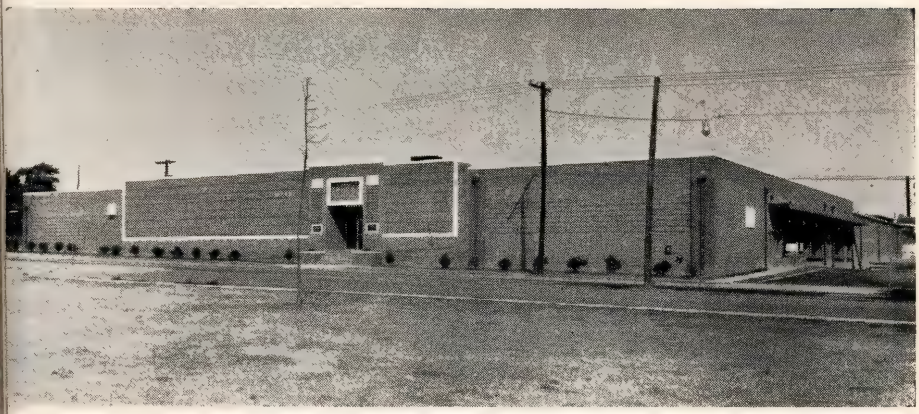

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The Carolina JOURNAL OF PHARMACY

March, 1957

VOL. XXXVIII No. 3

★

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Eliminate the Negative

If you are interested in getting more work and better work out of your employees, you'll want to start with human relations.

Human relations might be likened to "do unto others as you would have others do unto you."

In assuming managerial responsibility, here are a few problems that, for the sake of emphasis, we have phrased in the negative:

Employee Absent. Get mad; chomp up your new dental plate; break a bottle or so.

Floor Dirty: Have a running fit; bawl the janitor out; throw Iodoform on the floor.

Volume Is Off: Lambast your employees; blame somebody but don't let anyone tell you it's your fault. If they do, get mad.

Discourteous Employees: Be sure to bawl your employees out in the presence of customers—it lets everyone know who is boss.

Over-Buying: Cuss your employees; cuss the weather; cuss anybody; just cuss.

Employee Turnover: Let those who remain know it results from low-class people on the payroll.

If any of these solutions appear familiar, you'll want to accentuate the positive. Equally as important as "know-how" is "want-to"—something which results from a friendly "you are on the team" atmosphere created by the management.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

NEWS FOR YOU

Bags Birds Without Shooting

G. E. Andes of Wadesboro has proved that two birds in the bush are equivalent to two in the hand.

Andes was bird hunting, using two dogs. Suddenly, both pointed at the same time, but in different directions.

At first, Mr. Andes was a bit bewildered over the situation. He didn't know how to get both birds with one shot. Surely, he figured, the one he didn't shoot at would flush upon hearing the shot.

But wait, Andes could see one of the birds; it thought it was hidden, its head stuck beneath a small shrub. The hunter eased over and tossed his hat over the bird and captured it alive.

He then went back to check the other dog. The dog moved in when given a signal. No chance for a shot on this one; it had been wounded and couldn't fly. The dog picked it up and brought it in.

No shooting, but birds for supper at the Andes house.

ST 37 Price Upped

The price of 'S. T. 37' Antiseptic Solution has been changed for the first time in 20 years by Merck Sharp & Dohme, Division of Merck & Co., Inc., to reflect increasing costs which could no longer be absorbed.

The new list price of the 5-ounce bottle is 75 cents, with a new Fair Trade price of 69 cents. New prices for the 12-ounce bottle are $1.50 list and $1.37 Fair Trade. The new prices became effective February 11, 1957.

Mayrand Elected

L. P. Mayrand has resumed the active management of Mayrand, Inc., Greensboro maufacturer of ethical pharmaceuticals. At a stockholders' meeting on February 16, Mr. Mayrand was elected President-Treasurer of the firm, which he established about fifteen years ago.

To Head Merchants Association

Leslie Myers, Manager of Patterson Drug Company, has been elected president of the Winston-Salem Merchants Association for the coming year.

He has served as a director of the Association, and for the past two years, has headed its Christmas decorations committee.

Quotable Quote

By Dr. W. Paul Briggs, Executive Director of the American Foundation for Pharmaceutical Education: "Show me the pharmacist who cannot take greater pride in dispensing penicillin than potassium permanganate; B12 than Balsam Peru; tetracycline than Taraxacum Fluidextract; or isoniazid than Lobelia Tincture. How would you measure professional achievement—by personal pill rolling or participation in effective service to the sick? The prescriptions you dispense today are potent and pleasant; often those of yesterday lacked both qualities."

Opportunity

Under sponsorship of the Lions Club the town of Grover, North Carolina is seeking a physician and a pharmacist to locate in the community.

Available for immediate use, a 2-story building, each measuring 25′ x 60′, in which a drug store could be established alongside the physician's office.

4,000 people live within a 4 mile radius of Grover. One textile plant (400 employees), paper plant, mines (lithium) 500 students enrolled in public school.

Complete details from The Rev. J. T. Howell, Jr., Grover, North Carolina.

Convention Plans

Charlotte Expects 1,000 Delegates

The pharmacists, the wholesalers and the auxiliary members of Charlotte are preparing for a 1,000 attendance-convention in their city on May 5-6-7, when the N. C. Pharmaceutical Association, The Woman's Auxiliary and The Traveling Men's Auxiliary assemble for their annual meetings.

Under the leadership of A. Kirk Hardee, who has been selected as NCPA local secretary, committees are being set up to assure a successful meeting. Mr. Hardee, a graduate of the University of North Carolina School of Pharmacy, operates Hardee's Pharmacy.

In charge of the Woman's Auxiliary entertainment events and other activities is Mrs. Floyd Potter. A breakfast, luncheon, fashion show and bridge party are being planned. The prize committee, working under the direction of Mrs. Robert L. White, hopes to have a gift on hand for each of the 300 ladies expected to register.

Reuben C. Russell of Burwell & Dunn has been selected as TMA entertainment chairman. An excellent variety show has been booked for the last night of the convention.

The two local wholesale druggists—Burwell & Dunn and Scott Drug Company—are joining forces on Monday night, May 6, to set up an exceptionally high calibre show for the convention. Some hit tunes from Broadway plays will be featured.

For the early arrivals, a 2-hour movie of scientific and commercial films is being scheduled Sunday afternoon, May 5. Registration will start at 2 P.M. with the opening session following at 8 P.M.

Some of the speakers appearing on the NCPA business-session programs include Roy Burton of Owens-Illinois (Showmanship in Pharmacy—The Key to Better Public Relations), George L. Smith of Southern Daries, Frank Errigo of Parke, Davis & Company, James W. Harrison of the Dr. T. C. Smith Company (Opportunities Up Front) and others.

Members of the NCPA who have been licensed to practice pharmacy for fifty years will be entertained at a "50 Plus Dinner." The past-presidents of the NCPA, TMA and Woman's Auxiliary will meet separately for breakfast during the convention. In addition, fraternity dinners will be held by Phi Delta Chi and Kappa Psi.

For the first time. members of the Academy of Pharmacy will attend a dinner party being arranged in their honor.

Most of the convention events center around the Hotel Charlotte, the headquarters hotel. The entertainment on Monday and Tuesday night will be outside the hotel as will some of the parties being planned for the ladies.

Charlotte has ample facilities to take care of all delegates who care to attend the meeting. While the Hotel Charlotte may be completely booked by the time this issue of the JOURNAL appears, the city has several other excellent hotels and numerous motels located nearby.

As a special fund-raising project of The Woman's Auxiliary, Scripto pens will be sold for $1 each, with a free prize ticket going with each sale. As prizes, the W. H. King Drug Company has donated a portable TV set and an anonymous friend of Pharmacy has contributed a hand-hooked wool rug, valued at $500. The Auxiliary has 960 pens for sale, one-fourth of which were donated by H. L. Glass, Scripto sales representative in the state.

Dean Hudson's band has been signed for two appearances—Monday and Tuesday nights, May 6 and 7.

The TMA Golf Tournament is scheduled for Monday, May 6, beginning at 9 A.M. at the Myers Park Club Golf Course.

Arrangements for use of the course were made through Howard Niven, a member of the Myers Park Country Club.

Woody Morton of the B. C. Remedy Company and Walter Scott, Jr. of the Scott Drug Company are in charge of golf.

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1956 Business Survey

- Rx refills on increase
- New Rxs average $2.35
- Gross sales up 8%

Refill prescriptions are beginning to occupy a more important position in the overall prescription picture of the state, as a recent survey conducted by the NCPA indicates.

Out of 35 pharmacies participating in the survey, 10 reported their refill total in 1956 was larger than the total of new prescriptions filled.

While no positive information is at hand, it is believed the refilling of tranquilizers is a partial answer to the significant increase in total number of prescriptions falling into the repeat category.

36 pharmacies reported 513,971 new prescriptions filled in 1956 for a per pharmacy prescription average of 14,277.

35 of these same pharmacies (one didn't report) listed refill total at 315,553 or average refill total per pharmacy of 9,014 prescriptions.

35 pharmacies (with total new and refill volume varying from 8,353 to 69,180), listed 873,541 prescriptions as having been filled during 1956, for an average of 24,958 per pharmacy.

This total prescription figure is substantially above the average of the state—about 15,000 annually—and is believed to result from a few of the larger prescriptions pharmacies having participated in this comparatively small (35 pharmacies) survey.

Two out of three pharmacies participating in the survey reported an increase in new prescriptions filled during 1956 as compared with 1955.

Out of 33 pharmacies reporting on new prescriptions, 23 said they had total increase of 24,114 (average 1,044) over the previous year. 10 of the pharmacies had a decrease in new Rx volume. The average decrease per store was 985 new prescriptions.

Only 6 out of 33 pharmacies reported a decrease in their refill volume. Total increase of refills for 25 pharmacies was 26,013 for an average of 1,040.

The six pharmacies reporting refill decreases listed total decrease of 1,669 refills or an average of 278 prescriptions per store.

Price of new prescriptions was listed at an average of $2.35 per prescription by 29 pharmacies reporting. 5 of the pharmacies had the total on new and refills—it was $1.99.

Including owner's or manager's salary, total operating expenses, as a percentage of sales, was reported at an average of 27.8% by 29 pharmacies.

As compared with 1955, practically all the pharmacies reporting had an increase in total sales for 1956. The average increase in gross sales for 33 pharmacies was 9%; 3 pharmacies reported average decrease of 8% in gross sales.

Total store volume for the 36 pharmacies was as follows: 6 in the $50 to $75,000 bracket; 10 in the $75 to $100,000 category; 9 in the $100 to $150,000 volume; 2 in the $150 to $200,000 range; 7 in the $200 to $300,000 field; 1 in the $300 to $400,000 total and 1 over $400,000 in gross sales during 1956.

North Carolina on Top

American Druggist reports (Feb. 25, page 11) North Carolina led the nation in 1954 in average number of total prescriptions filled.

Prepared by the Census Bureau and covering all North Carolina pharmacies with payrolls, the average prescription total per pharmacy was listed at 15,561 in 1954.

Next in line is Virginia, with an average of 13,747 prescriptions per pharmacy. South Dakota is on the bottom with an average of 6,401.

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NBC-TV... THURSDAY
MORNINGS
GARRY MOORE SHOW
NEW TV ADDITION!
CBS-TV... FRIDAY
MORNINGS
HECKLE AND JECKLE SHOW
NEW TV ADDITION!
CBS-TV... SUNDAY
AFTERNOONS
OUR MISS BROOKS
STARRING EVE ARDEN
NEW TV ADDITION!
CBS-TV... FRIDAY
AFTERNOONS
ROBIN HOOD
WITH RICHARD GREENE
CBS-TV... MONDAY
NIGHTS
YOUR NEW BABY
McCall's
Household
Baby Post
LIFE
Baby Care Manual
THE AMERICAN BABY
True Story
Town Journal
JOURNAL
Baby Time
Farm Journal
baby talk
modern baby
woman's day
Congratulations
Parents'
LOOK
TRUE ROMANCE
PROGRESSIVE FARMER

Johnson & Johnson
advertising works for you . . .

MORNING, NOON AND NIGHT!

Week After Week . . . Month After Month! Never before such big-volume advertising—promoting the whole Johnson & Johnson line. Over *3 billion* sales impressions—*millions in your own area!*

Now—5 top-rate national TV shows, *plus 40* top-read national magazines, *plus* local advertising in newspapers, on radio and TV—all working 'round the clock to pre-sell more and more Johnson & Johnson products *for you!*

Make it all pay off big for you in '57! STOCK, DISPLAY and PROMOTE the entire Johnson & Johnson line regularly.

Johnson & Johnson

The most trusted name in surgical dressings and baby products

growing fast!

$120,000,000

ANTIHYPERTENSIVE-TRANQUILIZER MARKET

the new alkaloid of rauwolfia . . .
more and more physicians are switching to new

MODERIL*

BRAND OF RESCINNAMINE

MODERIL TABLETS

Supplied	*Product No.*	*Suggested Price to Pharmacy*
0.25 mg., oval, scored, yellow		
bottles of 100	2818	$ 4.72
bottles of 500	2820	21.63
0.5 mg., oval, scored, salmon		
bottles of 100	2822	6.60

Preferred rauwolfia therapy for hypertension and tension, better tolerated in long- and short-term treatment. Moderil means big repeat Rx business for you! Stock now! *Trademark

PFIZER LABORATORIES, *Division, Chas. Pfizer & Co., Inc.*, Brooklyn 6, N. Y. Pfizer

House of Friendly Service

Scott Puts Mechanical Aids to Work

"Most modern wholesale drug house in the United States," so says Walter Scott, Jr. of Charlotte. Mr. Scott, president and treasurer of the Scott Drug Company, refers to the drug firm which occupied new quarters on the outskirts of Charlotte about two years ago.

When the decision was made to shift from its crowded down-town location to a spacious building to be erected at 2923 South Tryon Street, Mr. Scott inspected a number of recently modernized wholesale drug firms throughout the country. By incorporating the better features of these modernized firms along with some ideas of his own, Mr. Scott helped to create an ultra modern plant fully equipped with the latest labor-saving devices that is a credit to this 66 year-old firm.

In the handling of orders, all forms of transmission are utilized to maximum efficiency. Orders coming in by phone are typed, priced and whisked by pneumatic tube in minutes to the completely mechanized order-filling line.

(Continued on page 114)

Employees of the Scott Drug Company prepare to fill empty baskets with drug merchandise. The young lady in foreground takes care of orders for Lilly items.

℞ BOXES
AND
LABELS

E. N. ROWELL CO.
INC.
BATAVIA, N. Y.

Representative
M. C. GRIER
1110 Ann Street
Monroe, North Carolina
Telephone 1353-L

SCOTT DRUG CO.

Generally, before an hour has elapsed, the order has been filled, packed and labeled for delivery. In some cases, such as pick-up orders by the customer or delivery boy, the merchandise is ready to go in 10 minutes.

The mechanized line, which carries the merchandise baskets past the merchandise shelves, is the special pride and joy of Mr. Scott. A number of innovations, such as metal tagging of the baskets and insertion of paddle boards at the end of individual basket orders to prevent errors on the assembly line or packing check-out stations were developed by Mr. Scott and employees of the firm.

The entire system was created with one thought in mind—to expedite the accurate filling of orders for its customers. And from our personal observation, the system is living up to expectations.

The completed orders approach the packing check-out stations. The empty baskets, mechanical conveyor belt, are available wherever needed.

Orders received as late as 4 P.M. are gotten out the same day. Although the majority of the firm's business must of necessity be processed early in the day, it is to the credit of this wholesale firm and others in the state that such prompt handling of orders is possible.

Where Mr. Scott concentrates on over-all supervision of the plant and personnel, John W. Bennick, the vice president and secretary, is mainly concerned with sales—purchasing the sort of merchandise you want, and, after getting it into the plant, seeing that it moves in your direction.

In a well-appointed office, which Mr. Bennick seems to use mostly as a starting point for work in all departments of the plant, hangs a large map of the state. In an extensive area radiating out from Charlotte, the map is covered with various colored pins (each designating a Scott sales representative). We noticed pins running up to Mount Airy, over to Old Fort, south to an area beyond Columbia, South Carolina and east to Myrtle Beach.

Orders received from distant points are processed and dispatched as though they were in-city accounts. A unique pick-up, utilizing some daily paper delivery trucks, is part of the firm's system of handling orders.

Other officers of the firm are James A. Wolfe, assistant vice president; Carl H. Geanes, assistant treasurer; and Leonard C. House, assistant secretary. These plus the previously mentioned officers together with dozens of employees round out the personnel of the Scott organization.

With a convention coming up in Charlotte (May 5-7), the Scott organization is planning "open house" to show off its ultra modern plant. If you are interested in learning how far the wholesale drug industry has advanced, it will be worth your time and effort to visit this wholesale drug firm.

In 1903, Parke, Davis & Company, makers of medicines, was the third American firm to open a branch in Russia. Located at Petrograd, it was closed in 1918. The Singer Sewing Machine and International Harvester companies were first and second to open branches in Russia.

For seventy-two years

- - - - *since 1885*

SEEMAN
OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

State Big Buyer of Salk Vaccine

Due to identical bids of potential suppliers of Salk Vaccine, the purchase and contract division of the State of North Carolina has been drawing the name of the supplier out of a hat.

On the basis of this procedure, J. Kenneth McCoy of The Prescription Shop, Durham, supplied the state with four orders of the vaccine, totaling $201,516.12, beginning in January and running through February.

Pittman-Moore vaccine was supplied by The Prescription Shop on a bid basis of $5.586 per 9 cc. vial.

On March 1st, the contract was awarded to The Dr. T. C. Smith Company of Asheville. Normally, such contracts are for a 6-month period but the state, in an attempt to get lower bids on the vaccine, apparently has decided to go on a month by month basis.

Pharmacist Slugged

James W. Adams, Asheville pharmacist, was slugged twice on the head with a pipe-wrench while working in the new drug store he will soon open in the Doctors Building.

It took 16 stitches to close the wound in Adam's scalp.

After the attack, Mr. Adams chased his assailant, who got away. The intruder, apparently intent on robbery, fled without taking anything from the store.

A heavy felt hat, which the pharmacist was wearing at the time, apparently saved Mr. Adams from serious injury.

TMA Member

Mr. Russell D. Glasson, 145 Hudson Street, New York, N. Y., associated with the Young Rubber Company, is a full-fledged member of the North Carolina TMA, having paid his dues and attended the Raleigh Convention. I apologize for not having included his name in the Official TMA Roster.

J. Floyd Goodrich
Secretary-Treasurer, TMA

Narcotic Agent

William T. Atkinson, who retired as an agent of the Bureau of Narcotics on January 31, has been succeeded by John L. Kelly, Jr., P. O. Box 16, Greensboro, North Carolina.

Mr. Kelly's telephone number is 2-0455.

Outstanding Trainee

Pharmacist Brownie D. Shaefer of Asheville has been selected as the outstanding trainee of Battery C, 9th Field Artillery Battalion, on completion of basic training at Fort Benning, Georgia. Following appointment as a second lieutenant, he reported to Army Medical Corps for duty at Fort Sam Houston, San Antonia, Texas.

Endowment Fund

A check for $40.23, representing unused funds of the now inactive Ninth District Pharmaceutical Association, has been deposited to the credit of the NCPA Endowment Fund.

Forwarded to the NCPA by the District Treasurer, Wyatt Y. Whitley of Fremont, the funds were accepted with the understanding they be made available if the occasion arises.

Endowment funds are permanent funds—cannot be spent. However, the interest from such funds can be put to work as needed.

NOW! THE BEST IN BOBTAILS

By *Stanley Knight*

NEW TYPE CORRUGATED AREA—Recessed, does not drain into sink. Separate drain for waste liquids.

ONE-PIECE DRAWN SINKS—No cracks or crevices. Sinks are one-piece drawn stainless steel for easier cleaning, better sanitation.

FINGERTIP DRAIN RELEASE—No more reaching into hot or dirty water to drain sink.

Stanley Knight Bobtails also feature engineered refrigeration with separate refrigeration circuits—instantaneous water cooler—sanitary bottle storage and syrup rail with concealed refrigeration coils—one-piece heavy gauge stainless steel top and all steel construction throughout.

5 MODELS TO CHOOSE FROM

WRITE FOR STANLEY KNIGHT CATALOG OF FOUNTAIN AND LUNCHEONETTE EQUIPMENT TODAY

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251—CHARLOTTE, N. C.

PHONE EDISON 2-8945

COVER PAGE

"O. Henry" Visits Greensboro

Pictured on our cover page is Thomas Mitchell, who portrays O. Henry in a current series of television programs. The young lady is Carol Smith, a senior high school student of Greensboro.

While in the city, Mitchell attended a round of civic functions, helped to dedicate the O. Henry Boulevard, inspected the Porter Drug Store fixtures in the Greensboro Historical Museum, and in general endeared himself to the people of Guilford County.

While employed in his uncle's drug store in Greensboro, William Sydney Porter (O. Henry) joined the N. C. Pharmaceutical Association. Later, he left the state for Texas, thence on to literary fame.

Cover photo by James Wommack of *The Greensboro Daily News*.

"Vital Statistics"

Population of the U.S.	163,000,000
Those over 65	51,000,000
Left to do the work	112,000,000
Those under 21	54,000,000
Left to do the work	58,000,000
Government employed	25,000,000
Left to do the work	33,000,000
In the armed forces	5,000,000
Left to do the work	28,000,000
In state or city jobs	24,000,000
Left to do the work	4,000,000
In hospitals or asylums	3,800,000
Left to do the work	200,000
Bums who won't work	175,000
Left to do the work	25,000
In pens and jails	24,998

Left to do the work—you and me—and I'm getting tired.

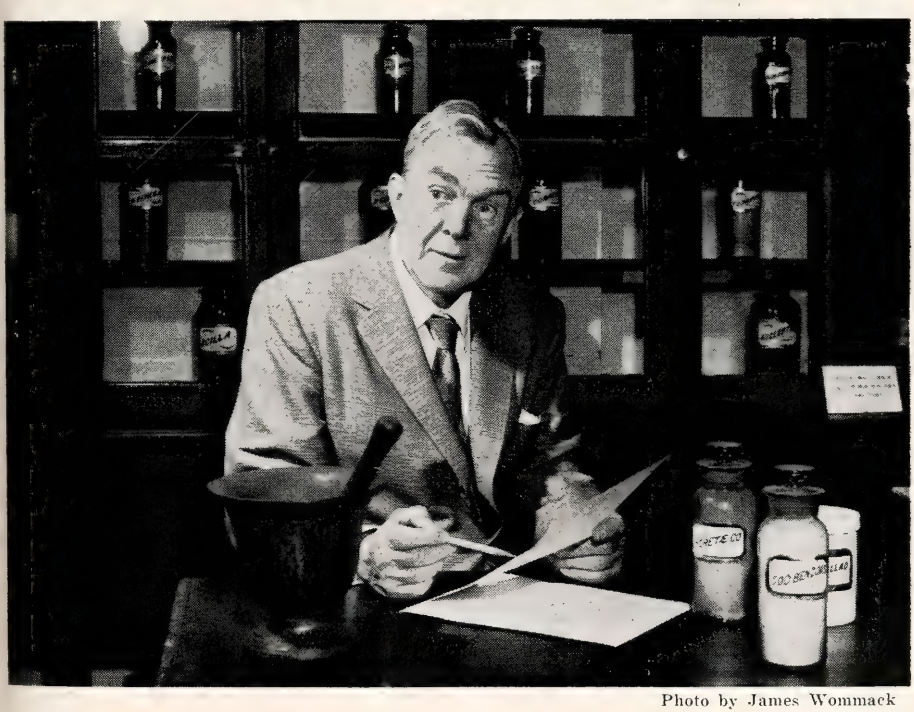


Photo by James Wommack

Thomas Mitchell, the Broadway screen, stage and television star, is shown seated at the counter where O Henry, as an employee in his uncle's Greensboro drug store, worked more than 70 years ago. The pharmaceutical items, now in the Greensboro Historical Museum, came from the Porter Drug Store.

Vitamin success story #3

At Barnes Drugs in Chicago, they're proving IT PAYS TO FIGHT BACK!

"Vitamin sales in our store were good in '54 and even better in '55. But last year we zoomed up 667% — nearly *eight times* the '55 gross!

"We did it by taking advantage of the solid working materials supplied by Squibb and other reputable pharmaceutical manufacturers:

1. The finest ethical products.
2. National advertising selling the drugstore as Vitamin Headquarters.
3. Squibb's free, effective vitamin education program.

"We added newspaper advertising of our own

here in Chicago and some really attractive store and window displays.

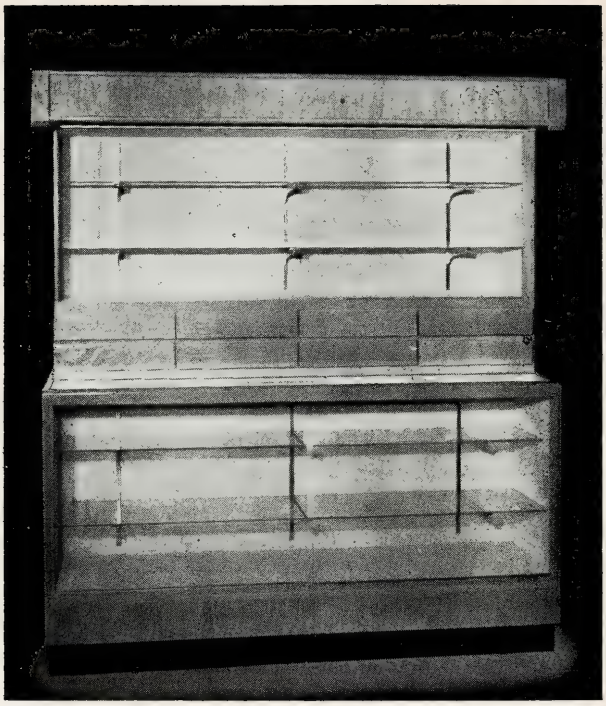
"With this combination of weapons we are *fighting back* to insure Barnes its rightful place in the community as Vitamin Headquarters.

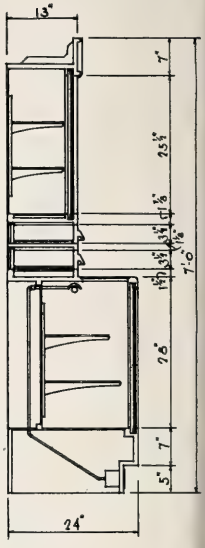
"We are effectively meeting the challenge of door-to-door and mail order vitamin salesmen. And we're proving it *pays* to fight back!"

Harold L. Mozwecz

HAROLD L. MOZWECZ
Barnes Drugs

SQUIBB *quality... the priceless ingredient*





Self-Service Cosmetic Wall Display Case

This beautiful deluxe style glass enclosed wall case is fitted with glass doors sliding o roller bearing tracks both top and bottom so that the customer may select and choose he favorite brands. The concealed fluorescent lights enhance a glamorous setting for you finest merchandise. Each drawer equipped with removable four-compartment divider Removable lipstick trays can be provided when specified at small extra cost.

This fixture may be combined into a line of Key wall display cases with the lower par extruded beyond the common base line, which pinpoints the cosmetic display. This sel service cosmetic wall display case will increase your sales in this profitable departmen Write for our free complete catalog or brochure of blue prints showing actual installation

Send Catalog ☐ Name.....

Send Blueprints ☐ Address.....

Send Sales Engineer ☐ City.....

State.....

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGINI

Four New Pharmacies Established

The following pharmacies were registered with the North Carolina Board of Pharmacy on February 20, 1957:

New Pharmacies

Central Drug & Equipment Company, Corner Raiford & Waddell Streets, Selma. W. H. Creech and others, owners; E. V. Woodard, pharmacist in charge.

Eckerd's of Asheville, Inc., Westgate Shopping Center, Asheville. E. M. O'Herron and others, owners; L. C. Hankey, pharmacist in charge.

Graham Drug Company, Main Street, Wallace. L. I. Graham, owner and pharmacist in charge. (To open in about two months.)

Old Town Pharmacy, Old Town Route #1, Winston-Salem. C. H. Stonestreet, A. C. Stonestreet and J. H. Wilson, owners; Joseph H. Wilson, pharmacist in charge.

Change in Ownership

Anderson's West End Pharmacy, 1550 English Street, High Point. Mrs. E. R. Anderson, Sr., owner; E. R. Anderson, Jr., pharmacist in charge.

E. R. Thomas Drug Company, Inc., 103 East H Street, Erwin. E. R. Thomas, Jr. and others, owners; Leonidas Jackson, pharmacist in charge.

Smith's Drug Store, Inc., 217 North Main Street, Rutherfordton. A. R. Bridges and others, owners; A. R. Bridges, pharmacist in charge.

Westside Drug Center, Inc., 1910 Rozzells Ferry Road, Charlotte. John W. Allen, Sr. and others, owners; John W. Allen, pharmacist in charge.

Copeland Drug Company, 103 East Main Street, Ahoskie. Earl U. Capps, owner and pharmacist in charge.

Mitchener's Pharmacy, 201 South Broad, Edenton. John A. and Nancy P. Mitchener, owners; John A. Mitchener, Jr., pharmacist in charge.

Change in Firm Name

Hillcrest Pharmacy, 1713 South York Road, Gastonia. Formerly Victory Drug Company. John P. Friday and John McDonald, owners; John P. Friday, pharmacist in charge.

Address Change

Tainter's from South Henderson Street, Marion, to 200 South Main Street, Marion.

Closed

Y. M. I. Drug Store, 29 Eagle Street, Asheville.

Tom's Pharmacy, Alexander Mill, Forest City.

Mid-Way Pharmacy, Inc., Cornelius

Parke, Davis & Company, world-wide pharmaceutical firm, began its first studies in the prevention and treatment of animal diseases in 1895, and pioneered in the development of standardized disinfectants for livestock use.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House, Owned and Operated by Registered Pharmacists

We Appreciate Your Business

24 Pass State Board Examinations

Twenty-four candidates successfully passed the examination for registered pharmacists held Feb. 19-21 in the University School of Pharmacy and at the Institute of Pharmacy by the North Carolina Board of Pharmacy.

Three other pharmacists were registered by reciprocity.

Thomas M. Keating of Asheville obtained the highest average on the examination and led the Board.

The 24 licensed, including Keating, were:

Harold Lee Ball, Mars Hill; Ronald E. Barber, Clinton; Joseph P. Barbour, Jr., Burlington; Marcus Cameron, Sanford; Robert A. Coleman, Burlington; Lewis B. Doyle, Jr., Roanoke Rapids; Henry N. Graham, Albemarle; Sara Alice Jackson, Lumberton.

Thomas M. Keating, Asheville; Zeb T. Keever, Jr., Lincolnton; Van Hill King III, Wilmington; Carl M. Kirby, Jr., Wilson; Sara F. Lore, Sanford; James F. Lowder, Albemarle; William R. McDonald III, Hickory; Reinhold E. Mueller, High Point.

Stephen C. Morris, Four Oaks; Lionel P. Perkins, Jr., South Boston, Va.; John W. Polk, Marshville; Stuart W. Rollins, Winston-Salem; Arthur P. Schlagel, Jr., Durham; Charles R. Stine, Charlotte; Julian E. Upchurch, Jr., Spring Hope; Joseph H. Wilson, Rural Hall.

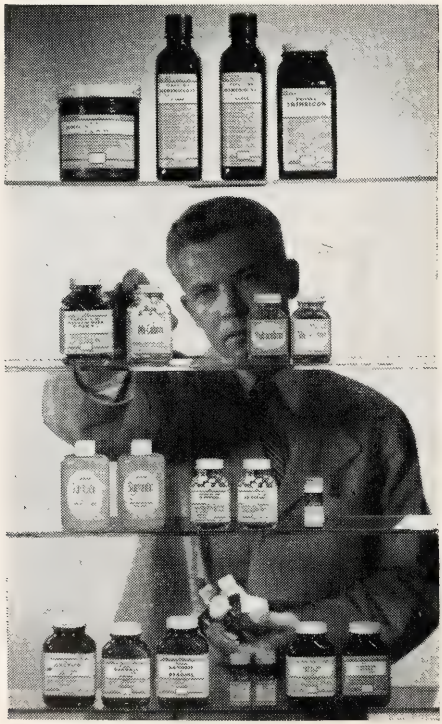
The following candidates were registered by reciprocity:

Jack Hickman from S. C.; Mrs. Anna Sue Hubbard, Greensboro, from Kentucky; Robert R. Rangin, Sylva, from Tenn.

The members of the Board giving the examination were:

Roger A. McDuffie, President, Greensboro; Robert Neal Watson, Sanford; Frank W. Dayvault, Lenoir; Moss W. Salley, Jr., Asheville; H. C. McAllister, Secy.-Treas., Chapel Hill.

The theoretical part of the Board examination was passed by two candidates: Ellyn G. Courts of Chapel Hill and Arnold Cherson of High Point.



GOODS ALL SOLD Lilly WERE WELL BOUGHT

You make more profit

TURNING MORE STOCK...MORE OFTEN

Why tie up your working capital in excess stock? There is no profit in that. Keep goods moving . . . let us help. Here's how:

- Order from our comprehensive stocks . . . regularly. Buy to sell, not to hoard.
- Let us help you maintain proper turnover rate so that you can make more profit per dollar invested.
- You will save time and expense by having only one invoice to check, one bill to pay, regardless of the variety of items purchased.
- You will find our delivery service quick and dependable.

Send your orders to us.

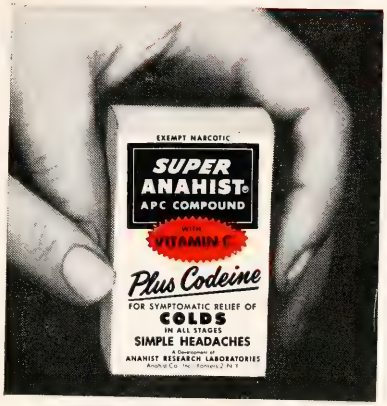
WE ARE A Lilly DISTRIBUTOR

THE PEABODY DRUG COMPANY

Durham, North Carolina

NEW! SUPER ANAHIST® PLUS CODEINE

For sale over the counter without a Prescription in Drug Stores only



The finest Cold Tablet formula available for sale over the counter

SUPER* ANAHIST *Plus Codeine
NEW EXCLUSIVE FORMULA

Each tablet contains . . .

Codeine Phosphate 2.0 mgs. (Warning: May be habit forming)—most effective common ingredient for stopping coughs.

Thonzylamine Hydrochloride 25 mg.—best-known antihistamine to check early cold symptoms, sneezing, watering eyes and many oher histamine effects.

Ascorbic Acid (Vitamin C) 20 mg.—important in helping to maintain resistance at its optimum level.

Aspirin 3½ gr.—**Phenacetin** 1½ gr.—most widely-used drugs for the home relief of pain; more effective, as combined, than if taken separately.

Caffeine ½ gr.—a recognized protection against depressive effects of colds and other suffering.

We quote from—

"The Pharmacological Basis of Therapeutics —Second Edition—Page 250"

"Small amounts of codeine (2 Mgm) will decrease the frequency of coughing without altering significantly the respiratory minute volume. Coughing should not be unnecessarily depressed, especially if bronchial secretion is profuse, because drainages will then be insufficient and complications may ensue."

In short, we give the retail druggist a Therapeutically effective Cold Tablet with Codeine which can be freely dispensed over the counter without a prescription.

You Participate Personally in Anahist Pharmacy Scholarship Award in Your Own State

Anahist Company guarantees to donate 25¢ for every half dozen *Super* Anahist plus Codeine purchased by the Retail Drug Trade (we anticipate a sale of 250,000 dozen, which would provide a fund of $125,000) to an Anahist Pharmacy Scholarship Fund to send some worthy boy or girl to Pharmacy School for one year, or to assist some Pharmacy Student now in school, at the discretion of the Dean of the Pharmacy School he or she is now attending.

It is intended that each state will participate to "whatever *percentage* of the total accumulated fund was contributed by that State to the fund".

It is our intention to make the distribution of the fund as flexible as possible, so that students can be attracted to Pharmacy, or assisted when they need it, without a lot of restrictions.

The exact method of distribution of the fund to each State has not been worked out at this writing, but this pledge by the Anahist Company is all Pharmacy needs.

This Anahist Pharmacy plan starts with shipments of Super Anahist plus Codeine about December 1, 1956 and Anahist guarantees to keep it in effect at least until December 1, 1957.

SEE YOUR WHOLESALE DRUG SALESMAN FOR DETAILS

Longest Rx Counter in State

Tainter Opens Ultra Modern Pharmacy

The new Tainter Drug Store of Marion, now in a newly constructed 55 x 75 foot brick building on the corner of South Main and West Henderson Streets, has what is believed to be the longest prescription counter in the state—it is 30 feet in length.

The prescription staff consists of four pharmacists: Dean W. Tainter, Roger Sloop, John Lowder and Bill Jordan. The millionth prescription was filled in the original store about a year ago.

Over the past several years Mr. Tainter has been assembling plans for the new store by visiting pharmacies in this and other states. Fixtures are arranged so as to encourage semi-self-service.

Other features include a drive-in window, all-glass front windows with "roll-away" gondolas, upholstered chairs for Rx customers, a gift room and a room where various braces and supports are fitted, and in the basement, a special room where wheelchairs, hospital beds and crutches are available for sale or rental.

Tainter's is now in its thirty-fourth year. Mr. Tainter, a native of Spruce Pine, established the original store in Marion on

(Continued on opposite page)

John Lowder, Roger Sloop, Bill Jordan and Dean Tainter are shown behind a part of the longest (30 feet) prescription counter in the State. On January 9, when Tainter's occupied its new building in Marion, prescription #1,109,407 was filled.

TAINTER'S

December 28, 1923. He began his career in pharmacy in Johnson City, Tennessee, in 1919.

A former president of the Marion Rotary Club and the Marion Merchants Association, Mr. Tainter has been active in community affairs for better than 30 years.

Assisting in the operation of the pharmacy is Mrs. Tainter and a daughter, Ann, who is in charge of the cosmetic department.

The three pharmacists who assist Mr. Tainter, John Lowder of Albemarle, Roger Sloop of North Wilkesboro and Bill Jordan of Asheville, are graduates of the School of Pharmacy, University of North Carolina.

In terms of prescriptions filled, Tainter's ranks in the top ten prescription pharmacies of the state.

MAKE
McCOURT
YOUR *Buy-Word*
FOR LABELS*
*ALSO DRUG BOXES
AND PHYSICIANS
PRESCRIPTION BLANKS

McCOURT LABEL CABINET CO.
42-54 BENNETT STREET
THE RIGHT LABEL RIGHT AT HAND
BRADFORD, PENNA.
RALPH M. CROSSON, Representative
P. O. Box 475
Columbia, S. C.

CAPUDINE

is the Liquid Headache and Neuralgia Relief that has always been promoted for sale only through *Druggists*.

For over 50 Years Capudine advertisements have directed the consumers to "Get Capudine from your *Druggist*."

"A Good Product Consistently Advertised"

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

THESE PRODUCTS are being detailed in your area THIS MONTH

Is your Stock in Step with

Robins PROMOTION

so that prescriptions may be filled promptly?

Symptomatic Relief of Colds

PHENAPHEN® PLUS (Phenaphen with Antihistamine and Nasal Decongestant)

Promotional emphasis on this new Phenaphen formulation will mean increased Rxs also on *Phenaphen* and *Phenaphen with Codeine.*

Safe Antirheumatic

PABALATE®-HC (Pabalate with Hydrocortisone)

Maximum safety and economy in steroid therapy. No buffering required . . . enteric coating assures exceptional tolerance. Robins representatives also detailing *Pabalate* and *Pabalate-Sodium Free.*

Cough Management

ROBITUSSIN®
ROBITUSSIN® A-C (Robitussin with Antihistamine and Codeine)

"Significantly superior" Rx cough preparation, with documented efficacy. Taste good, too.

Digestive Enzyme Supplement

ENTOZYME®

Prescribed in digestive and metabolic disturbances, psoriasis, diabetes mellitus.

Weight Control

AMBAR TABLETS and EXTENTABS

Methamphetamine and phenobarbital . . . to help curb excessive appetite, without jitters.

. . . why not check **NOW!**

A. H. ROBINS CO., INC., RICHMOND 20, VIRGINIA

Ethical Pharmaceuticals of Merit since 1878

Change in Rules and Regulations of the Board

At the January 15 meeting of the North Carolina Board of Pharmacy, Section 9 of the Rules and Regulations of the Board was changed to read as follows: "Disciplinary Actions: Before any person shall be indicted in any court in this State for the violation of the laws regulating the practice of pharmacy, he may, in the discretion of the Board, be given an opportunity to appear before the Board at a time and place designated by the Board to show cause why he should not be prosecuted for the alleged violation. The person appearing at these meetings shall have the right to be represented by counsel if he so desires and shall have the right to introduce any matter pertaining to the alleged violation either by himself or by others."

To: The Editor, *North Carolina Journal of Pharmacy*

Subject: Change in Rules and Regulations of N. C. Board of Pharmacy

Section 8.5 of the Rules and Regulations of the North Carolina Board of Pharmacy is changed to read as follows:

"Candidates for reciprocal registration who are deemed eligible for reciprocal licensure in all respects except that of having practiced one year under legal conditions since registration by examination as required by Article II(b) of the By-Laws of the National Association of Boards of Pharmacy may be accepted for reciprocal registration after such applicant has practiced for at least six months in the state of registration by examination if such applicant shall successfully pass an examination in practical pharmacy given by this Board.

"Persons desiring to apply for reciprocal registration may secure information and application blanks from any of the following sources:

(a) P. H. Costello, Secretary, National Association of Boards of Pharmacy, 77 W. Washington St., Chicago 2, Ill.

(b) Secretary of Board of state in which applicant is registered by examination.

(c) Secretary of North Carolina Board of Pharmacy, P. O. Box 471, Chapel Hill, N. C."

The above change became effective September 1, 1956.

Sincerely yours,
N. C. Board of Pharmacy
H. C. McAllister
Secretary-Treasurer

Heart Fund

During February, David R. Davis of Williamston was active in behalf of the "Heart Fund." On February 19 he appeared on the program of the Farm Life Ruritan Club, and on February 21, spoke to the Williamston Kiwanis Club in the intrest of the Fund.

FOR SALE—Fitchett Drug Store, Dunn, North Carolina. Value of stock and fixtures, $24,000. Will sell for $3,000 cash, balance in notes payable thru mutual agreement of buyer-seller. Personal inspection of store invited. Call Carl E. Fitchett, Dunn, N. C.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years insures our ability to serve you satisfactorily

1957 Drug Store Sales Seen Exceeding 1956 by 5%

Sales of U.S. drug stores in 1957 will be at least 5% ahead of 1956, according to a survey by Dan Rennick, editor of *American Druggist*.

In 1956, *American Druggist* estimates, drug store sales amounted to $5,918,944,000 an increase of 11.6% over 1955 volume. Almost 26% of this total was prescriptions, of which about 530,000,000 were filled in drug stores last year. This represents a 10% increase over the number of prescriptions filled in 1955.

The rise in prescriptions came about largely because of new drugs that were made available during the year, Mr. Rennick said. He cited particularly the tranquilizing drugs, for which 49,000,000 prescriptions were written in 1956, he said—compared with only 10,000,000 the year before.

Rennick reported that almost 10% of total drug store volume in 1956 was done by pharmacies located in shopping centers which number about 1,700 stores. The average shopping center drug store's volume is about 2½ times greater than that of stores not located in shopping centers.

Anahist Fund Growing

We have been informed a significant sum of money has already accumulated in the "Super Anahist Plus Codeine" scholarship fund, eventually to be distributed in North Carolina by the Anahist Company.

It is important the cards (one enclosed with each half dozen packages of Super Aanhist Plus Codeine) be filled out and returned to the company in order for North Carolina to receive credit—25c for each card.

Here in the south, North Carolina and Florida are at the top of the list in terms of Anahist Scholarship Dollars available.

A number of pharmacies in the state have sold better than five dozen packages of Super Anahist Plue Codeine.

PENICILLIN TABLETS

Penicillin G Potassium Tablets—Buffered—Flavored

	50,000 Units	100,000 Units	200,000 Units	250,000 Units
Box of 12	$0.33	$0.60	$0.94	$1.22 ea.
72 boxes of 12	0.30	0.56	0.89	1.17 ea.
144 boxes of 12	0.27	0.52	0.83	1.11 ea.
Bottle of 100	1.80	3.00	6.00	7.50 ea.
12 bottles of 100	1.70	2.78	5.67	7.22 ea.
24 bottles of 100	1.56	2.61	5.44	7.00 ea.

Penicillin G Potassium Tablets—Soluble—Effervescent

	50,000 Units	100,000 Units	200,000 Units	250,000 Units
Bottle of 100	$2.33	$3.78	$6.78	$8.00 ea.
12 bottles of 100	2.22	3.67	6.44	7.66 ea.
24 bottles of 100	2.11	3.56	6.11	7.33 ea.

DISCOUNT—10% on orders of $20.00 or more.

PREPAID—On orders of $40.00 or more.

MAYRAND INCORPORATED

Greensboro — Ethical Pharmaceuticals — North Carolina

Dear W. J.:

Thanks for the birthday greetings. Thirty-two and a half years as a pharmacist has slowed me up a bit and as I read about the huge profits of the drug industry, I keep wondering why they still try to deliver on a 1920 basis.

We order supplies and get them 10 to 15 days later. Wonder why more companies don't try more parcel post special delivery, or at least special handling to assure delivery in 2 to 3 days?

Have you had this complaint from others?

They spend on advertising, public relations, physicians and research, but the delivery system is still, in most cases, a 7 days plus (usually 10 days) on direct orders to the company before you receive the merchandise.

Tom Reamer, Durham

Dear Mr. Smith:

It seems that Pharmacy at The University has been the goat for years. Just a little change from the old building of thirty years ago to the present building. Nothing new—just plain hand-me-downs.

Surely most of us would like to see a new pharmacy building and I think we are in line for one. However, here are some questions in the minds of some of our pharmacists.

How many pharmacists are being graduated at The University today? How does this compare with ten to twelve years ago?

How many pharmacy graduates did we have twenty-five years ago? Also, what was the size of the faculty 10, 12 and 25 years ago and what is it today?

These are just plain honest questions. Some of our lawmakers are smart enough to make some deductions from these figures.

Walter P. Baker, Raeford

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA

announcing . . .

a new improved form of the most widely prescribed broad-spectrum antibiotic

ACHROMY

Tetracycline Buffered with Sodium Metaphosphate

Lederle

DESIGNED FOR

- EXTRA RAPID ANTIBIOTIC ABSORPTION
- QUICKER ATTAINMENT OF THERAPEUTIC BLOOD LEVELS
- ACCELERATED DIFFUSION INTO TISSUE AND BODY FLUIDS
- FASTER BROAD-SPECTRUM ACTION

Each Capsule (Pink) contains:

Tetracycline equivalent to tetracycline HCl	250 mg
Sodium metaphosphate	380 mg

Lederle LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY PEARL RIVER, N. Y.
*Reg. U. S. Pat. Off.

NOW BEING MASS-DETAILED AND MASS-ADVERTISED TO THE MEDICAL PROFESSION!

DOCTORS WILL WRITE PRESCRIPTIONS FOR ACHROMYCIN V
a new chemically conditioned form of the clinically proven antibiotic

STOCK RIGHT NOW TO MEET THE DEMAND!

Available as ACHROMYCIN V Capsules (Pink): Bottle of 16 ..... $5.10, Price to Retailer
Bottle of 100 .. $36.60, Price to Retailer

Display Brings in Sweet Profits

This 6-foot heart installed by Frank Dayvault in his Lenoir drug store (Dayvault's—across from the post office and just as reliable) resulted in top Valentine candy sales. The 2-sided pegboard display accommodated more than 50 boxes of candy.

ONE - STOP - SHOP

Nearly everyone does, why not you? Geer—your service wholesale druggist is your one-stop-shop with over 20,000 items to back up your stock—and every item available when you need it—ONE CALL BUYS ALL.

GEER GIVES YOU ONE-STOP-SHOPPING

Use GEER for SERVICE

THE GEER DRUG COMPANY

Random Comments

By W. J. Smith

- The A. C. Nielson Company of Chicago, setting up a Coupon Clearing House, estimates there are now more than one thousand manufacturers distributing coupons which are being redeemed in excess of one billion coupons per year.

- If you want to really know a man, observe his behavior with a woman and a flat tire.

- Country preacher: "Most of the naughty things I hear about our youngsters are the same things I watched their parents outgrow."

- Here's what the family sees in the window of the ladies apparel store: wife—the beautiful dress; husband—the price tag; junior—the wax dummy.

- Overheard: "she's the sort of woman who always enters a room voice first."

- Five dollars in Red China can purchase an ounce of heroin. It has been sold for as much as $80,000 in New York City.

- Had this happened in a pharmacy, we would have cause for alarm. A hardware dealer left the rear door of his establishment unlocked. When called in the early morning hours by a night policeman to come down and lock up, the dealer said "forget it,"—"my front door was open all yesterday and no one came in."

- The big push is on in Raleigh for increased salaries for state employees. Likely result—a trimming of some of the Advisory Budget Commission's recommendations. If pharmacists and others interested in the projected new pharmacy building at UNC do not do a convincing selling job on their legislators, part of the estimated $25 million needed for increased salaries may be made up by dropping the pharmacy building and appropriation for remodeling Howell Hall for School of Journalism from the suggested budget.

- In 1950-1951, 40 per cent of the students accepted by medical schools had "A" collegiate records; by 1955-1956 the percentage had dropped to 15%. Reason: Industrial competition for bright college students.

- High Point's David Dowdy says he has a reversible raincoat—it gets wet on both sides.

- By way of the Kansas Pharmaceutical Association we learn a Missouri chain lost $16,000 in a 6-month experiment with trading stamps.

- A Russian, must each year put up three to four weeks' pay to buy government bonds which pay no interest and which cannot be cashed until they mature.

- Abbott Laboratories has come up with something unique in the field of medication dispensers—a "pen" resembling the upper half of a regular fountain pen. Now being used in the promotion of "Tral," Abbott plans other promotional uses of the fountain pen dispenser.

- Under a new plan, MSR of Parke, Davis & Company collect soil samples from their territory, which are forwarded to the company for possible antibiotic activity. Chloromycetin was developed from a soil sample collected in South America.

- A new doubly safe rabies vaccine is being marketed by Eli Lilly & Company. In addition to its safety, the new vaccine is more stable since the killer virus is packaged in dry form and mixed with sterile water just before use. This makes a longer dating period possible—18 months as compared to six months for the vaccine of brain origin.

  About 20 percent of persons who are bitten by animals known to be rabid have developed rabies if not treated with rabies vaccine. There is no known case of recovery from rabies in man.

Local Drug Club Meetings

Northeastern

John T. Stevenson of Elizabeth City was elected President of the Northeastern Carolina Drug Club at a regular meeting at Washington, Feb. 20th. Other officers elected were Joe Anderson of New Bern, Vice President; W. T. Boone of Ahoskie, Secretary and C. W. Bynum of New Bern, Treasurer. The Northeastern Carolina Drug Club is composed of pharmacists of the 20 northeastern counties.

The meeting was presided over by D. R. Davis of Williamston, the retiring President. During the business session before the program, the club voted to alternate the meetings this year between Williamston and Washington, since these two towns are nearer the center of the membership. The next meeting being at Williamston the 2nd Wednesday night in April. The new president will appoint a program committee to make arrangements for programs for the year.

The club voted to extend membership to the pharmaciests of Weldon and Roanoke Rapids.

Dr. Allan Moore of Washington was presented as the speaker of the evening by W. D. Welch, Jr. Dr. Moore is an outstanding Dermatologist. He spoke of the relation existing between the Doctor and the Pharmacist.

Dr. Moore told of his year's study and experience at the University of Vienna. His program was one of the most informative and interesting that has ever been presented to the club.

Greensboro

The Greensboro Drug Club held a Valentine Dinner-Dance at the beautiful Shrine Club between Greensboro and High Point on February 7. Jiggs Bachelor and His Orchestra supplied the music.

Seventy-two members and guests attended the party, which was arranged by Jack Ranzenhofer with M. G. Morris and J. E. Davis assisting.

The dinner-dance room was decorated by Helen Dukes.

Short talks were made by G. G. Buchanan, Wyndham Dukes and M. G. Morris.

Wake County

Dr. Ben Cooper, Professor of Pharmacy at the University of North Carolina, was guest speaker at the March 5 meeting of the Pharmacist Society of Wake County.

The speaker covered the progress being made on the development of a North Carolina Dental Formulary—a project being jointly sponsored by the NCPA and the N. C. Dental Society.

Alamance

The newly elected president of the Alamance Pharmaceutical Society is Pharmacist A. L. Moir, manager of the Medical Center Pharmacy, Burlington.

President Moir along with C. M. Andrews, vice-president, and Neal Jennings, reelected secretary-treasurer, were installed during a dinner-dance of the Society in Burlington on February 20.

The wives of the members were guests of the Society. A number of prizes contributed by the members and three wholesale houses, King, Peabody and Justice, were awarded to the ladies. Mr. and Mrs. W. J. Smith of Chapel Hill were guests of the Society.

Robeson Society

On February 4th the Robeson County Pharmacist Society held its bimonthly meeting at Blanchard's Restaurant. A dutch supper of barbecued chicken was the dinner.

President Hubert Rogers appointed a nominating committee consisting of E. N. Hoffman, chairman, Eddie Malion and Fletcher Dean to choose a slate of officers for next year.

The program consisted of a film by the Polio Foundation on the manufacturing and results of the Salk vaccine. It was obtained by Mr. Hickman, Medical Service Representative of Eli Lilly, who was also a guest of the Society. Mr. Bill Thatch of Fairmont used his projector and ran it for us

Durham-Orange

The Durham-Orange Drug Club, meeting in Chapel Hill, February 26, heard Frank Errigo, District Sales Manager of Parke, Davis & Company, in an illustrated talk, "A History of Pharmacy in Pictures."

By means of colored slides, which were projected, the speaker exhibited 40 oil paintings, covering events in the history of Pharmacy from about 3,000 BC to the present. The paintings, said to be the most extensive and comprehensive undertaking of its kind ever attempted in behalf of any profession, represents an investment of well over a million dollars.

John Pickard reported on suggested changes in the method of operating the club, including a new drive to encourage a higher percentage of the membership to attend meetings.

The club voted to give a party in April for the graduating class of the University's School of Pharmacy.

Western N. C.

Members of the Western North Carolina Drug Club, meeting in Asheville on March 8, visited the wilds of Canada by means of a vacation-movie, which was shown by the producer, Dr. L. S. Rathbun.

Moore County

Eighteen operators of drug stores in Moore County, together with their wives, met March 3 for a general discussion of mutual problems.

Pinehurst, Aberdeen, Vass and Southern Pines were represented. It is hoped that eventually a county-wide drug club will be organized.

Next meeting will be held in Southern Pines on April 28.

A recent program of the Lumberton Rotary Club was presented by Hubert N. Rogers, Jr., under the title, "The High-Low Cost of Prescriptions."

Attends Atlanta Meeting

Gilbert Colina, chief pharmacist at Charlotte's Mercy Hospital, attended a Central Service Institute in Atlanta on March 11-14. Mr. Colina is a director of the Institute.

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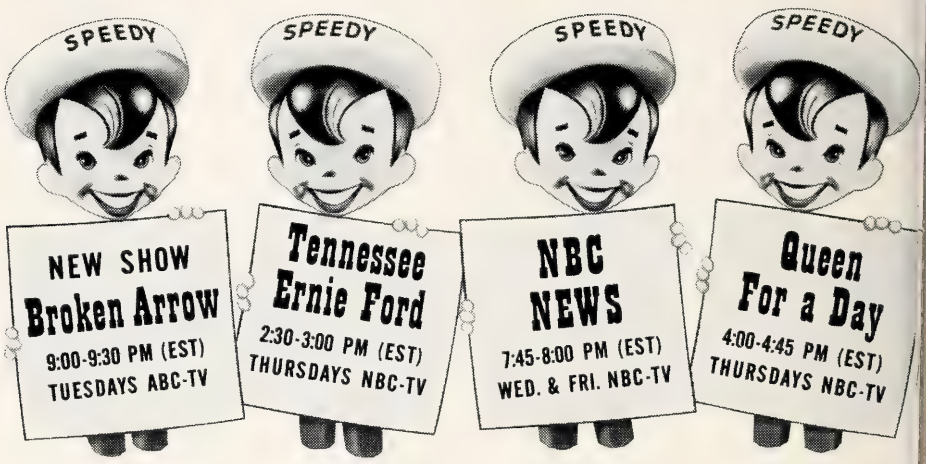
IN QUALITY
IN PROFIT
IN CONSUMER
SATISFACTION

FROM THE HOUSE OF
LANCE®

4 TOP SELLING TV SHOWS...



... that sell Alka-Seltzer® BRAND

to 67,248,000 consumers*

DISPLAY IT WHERE THEY CAN BUY IT!

*unduplicated audience average month

MILES LABORATORIES WILL AWARD

$100.00 EVERY MONTH

to druggists and drugstore employees for any "PROFIT MAKING IDEAS" we publish!

Send in your "PROFIT MAKING IDEAS" NOW! Include your WHOLESALE SALESMAN'S name and company so he can get $50.00 if your idea is published!

MAIL ALL IDEAS TO:

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(ALL IDEAS SENT IN BECOME THE PROPERTY OF MILES LABORATORIES, INC., TO BE USED AS IT SEES FIT.)

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggist for more than 70 years.

Deaths

WILLIAM H. BURBAGE

William H. Burbage, 42, outstanding pharmacist and civic leader of Albemarle, died February 6 following nine months of declining health.

Co-owner and operator of two pharmacies —The Drug Centre and The Prescription Shop, Mr. Burbage through ability and effort became one of the leaders of Albemarle and Stanly County within the space of ten years.

A native of Charleston, South Carolina, he obtained his pharmacy degree from the Medical College of Charleston in 1937. Employed as a pharmacist by Phillips Drug Company in 1945, he opened The Drug Centre two years later. It was an immediate success.

Later, in partnership with Don L. Bennett, he established The Prescription Shop in a medical center located several blocks from the original pharmacy.

With special leadership qualities, he took an active part in the development of his town and county, resulting in his being elevated to official positions in numerous organizations. His participation in NCPA affairs was equally as broad, culminating in his being nominated for one of the officer posts of the Pharmaceutical Association this past spring.

Survivors include his wife, the former Miss Mildred Williamson of Aiken, South Carolina; a son, William H., Jr., a student in the Albemarle High School; his mother, three brothers and a sister, all of Charleston.

JAMES T. VINSON

James T. Vinson, 68, Goldsboro pharmacist, died February 19 at the Wayne Memorial Hispital.

Mr. Vinson entered retail pharmacy in Roanoke in 1914. Two years later he moved to Goldsboro where he opened Vinson's Drug Store. Before retiring because of his health, he had been active in pharmacy for 38 years.

A native of Johnston County, Mr. Vinson served in World War I. In addition to operating his pharmacy, he had extensive farming interests in Wayne County.

Surviving are his wife, a son, James T., Jr., now manager of the pharmacy, and a daughter.

A. L. PURCELL

A. L. Purcell, born November 13, 1898, died February 13 in Burlington. In ill health for the past two years, Mr. Purcell had made his home in Kecoughtan, Virginia in recent years. At one time he owned and operated a pharmacy in Elon College.

WILLIAM F. RHODES

William F. Rhodes, 52, Concord pharmacist, died February 18. A native of Edgefield, South Carolina, Mr. Rhodes had been employed by the Airheart Pharmacy of Concord for a number of years.

WILLIAM H. HORNE

William H. Horne, Greenville pharmacist, died February 13.

Births

Melissa Ranzenhofer

Mr. and Mrs. Jack Ranzenhofer of Greensboro are announcing the arrival of Melissa on January 4th. Jack is pharmacist at Crutchfield-Browning Drug Company.

Sandy Davis Griffin III

Mr. and Mrs. Sandy D. Griffin of Burlington are announcing the birth of Sandy III on February 1st. Not only is there a III as a part of his name, but he is also the third boy in the family.

Andrew Warren Robinson

A son, Andrew Warren, was born to Mr. and Mrs. James Clack Robinson of Roanoke Rapids on February 4th.

Michael Clark Russell

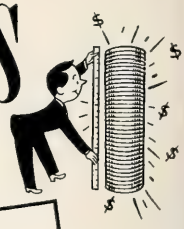
Jean and Clark Russell of Greensboro announce the birth of a son, Michael Clark, on Sunday, March 3. Mother is doing well and according to the latest reports, dad is expected to survive.

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS
or
100 TABLETS

REPLACEMENT OR REFUND OF MONEY IF NOT AS ADVERTISED THEREIN
Guaranteed by Good Housekeeping

...a better value for your customer

DOINGS

OF THE AUXILIARIES

REPORTERS

- **Charlotte—Mrs. James A. Wolfe**
- **Wilmington—Mrs. A. J. Simeone**
- **Greensboro—Mrs. J. A. Ranzenhofer**
- **High Point—Mrs. J. Louis Coble**
- **Raleigh—Mrs. Romas T. White, Jr.**
- **Winston-Salem—Mrs. John Holland**
- **Pharmacy Wives—Mrs. Paul Stevenson**
- **Alamance—Mrs. C. A. Wharton**
- **Rowan—Mrs. E. R. Fuller**

Charlotte

The need of volunteers for the various Red Cross Services was the theme of our Charlotte Druggist Auxiliary speaker for the February meeting. Mrs. Mary Snyder, Director of Volunteer Services, explained to our members the different phases of the program—nursing in case of disaster, home care of the sick, infant care, blood donations, and others.

The devotional was given by Mrs. Bland Robinson. Tables were beautifully decorated in the Valentine motif—candelabras with the epergnettes holding arrangements of red and white artificial flowers lying in beds of paper hearts with red ribbon streamers flowing down the center of the tables. Decorations were made by Mrs. Russell Tucker, assisted by Mrs. H. E. McGinn.

Mrs. F. F. Potter, President, reported that our January 29th benefit Bridge-Canasta Party at the new Park Center was a huge success, having had a greater number of tables in play than ever before. Proceeds from this benefit are used for scholarships given to students for studying Pharmacy at the University of North Carolina.

Door prizes were won by Mesdames L. E. Barnhardt, William Rigsby, and James A. Wolfe.

* * * *

Our sincerest sympathies are extended to one of our members, Mrs. J. W. Bennick, who lost her father, Edwin Walter Barrentine, the latter part of January.

Raleigh

Mrs. Charlotte Bensen, guest volunteerlay speaker representing the Wake County Cancer Society, presented a particularly interesting program to the Raleigh Woman's Drug Club. She gave a most informative and thought-provoking talk about cancer which was followed by two films warning the viewers of symptoms and precautionary measures.

Our president, Mrs. W. F. Elmore, welcomed Mrs. John McNally as a visitor and prospective member.

Mrs. Elmore then read a letter from R. L. Brown, secretary of the Raleigh Drug Travelers, extending their thanks to the ladies for having invited their club to our party.

Door prizes were won by Mrs. Frank Peacock and Mrs. Billy Murray.

Wilmington

The Woman's Auxiliary of the Wilmington Drug Club held its January meeting at the home of Mrs. James Holloway, with Mrs. Walter Laign serving as co-hostess.

In the absence of the president, Mrs. A. J. Dimeone, Mrs. V. J. Lindenschmidt, the vice-president, presided. Mrs. J. C. Wright, a visitor, was welcomed.

Mrs. W. L. Hickmon announced that the following members and their husbands had represented the Club as chaperones at the Y-Teens: Mrs. D. B. Seitter, Mr. and Mrs. Walter Laign, and Mr. and Mrs. Bob Jones.

It was decided to make a donation of $15.00 to the Polio Drive.

Tables were set up for bridge and canasta. Mrs. Pinkney Heaton won high score for bridge, and Mrs. N. C. Herring for canasta.

Pharmacy Wives

The March 6th meeting of the Pharmacy Wives was held at the Institute of Pharmacy, with the president, Mrs. John Bullock, Jr., presiding.

Mrs. Mary Alice Smith, local beautician, spoke on "Hair Styling." Showing suitable illustrations, she emphasized the correct hair style in correlation to the face shape. She also demonstrated the proper use of cosmetics and emphasized the need for adequate skin care.

HOWELL HALL HAPPENINGS

The new building for the School of Pharmacy was given top priority for construction at Chapel Hill by the Budget Commission to the General Assembly. The recommended appropriation was listed at $1,150,000 for the equipment and building with 63,400 sq. ft. The facilities were designed to accommodate 473 undergraduate students and 30 graduate students. It is essential that every legislator should hear repeatedly of the necessity for this appropriation to meet the urgent need for pharmacists in North Carolina.

During the fall semester 54 students earned a scholarship of 90% or better to be named on the Dean's List. Of these, 29 were on the Honor Roll with a scholarship of 92.5% or better.

There were 240 undergraduate and 10 graduate students enrolled for the spring semester which began on February 1.

"The Future of Pharmacy" was the subject of the Student Branch program presented by the Phi Delta Chi Fraternity at the Student Branch meeting on February 5.

The Directors of the North Carolina Pharmaceutical Research Foundation held their annual meeting at the Howell Hall of Pharmacy on February 6.

Professor Ben F. Cooper addressed the Durham-Orange Dental Society on "Anti-infective Drugs in Dentistry" on February 11 in Durham.

Professor Sigurdur Jonsson received a grant of $400 from the Alumni Research Fund to investigate Antagonists to Cholesterol Synthesis.

The third and fourth year students were absent from Chapel Hill during the week of February 17 to 23 for the annual Industrial Trip. This year the trip included visits to the Wm. S. Merrell Company, Abbott Laboratories, and Eli Lilly and Company. Professor F. C. Hammerness acted as faculty chaperone.

The North Carolina Board of Pharmacy held its semi-annual practical examination at the School of Pharmacy on February 19.

The school's portable television set purchased with funds from the Charlotte Woman's Druggist Auxiliary was used recently for viewing the inauguration of Governor Hodges and the basketball game between the University of North Carolina and Wake Forest College.

The graduating students are feeling increasing activity in being interviewed for positions in June. Appointments for interviews can be arranged through Dean E. A. Brecht. The best time for these interviews is during the afternoon, Monday through Thursday.

54 Students on Dean's List

Dean E. A. Brecht of the School of Pharmacy, University of North Carolina has announced the names of pharmacy students making the Dean's List (average of 90 or better and Honor Roll (average of 92.5 or better) for the Fall Semester 1956-57.

The Honor Roll included: Ronald Lowery Austell, Shelby; Robert Ellis Bishop, Kinston; James Center Bolton, Rich Square; John Robert Bowers, Bethel; Shirley Weaver Bumgardner, West Jefferson; Virgilia Carswell, Spring Lake; Donald Kenneth Chapman, Winston-Salem; Charles Peter Copses, Charlotte; David Ramsey Davis, Jr., Williamston; Nancy Margaret Faison, Shelby; Gerald Kelly Harrington, Sanford; Byron Joseph Stevens Ferrell, Elizabeth City; Taylor Huckaby, Winston-Salem; James Lewis Inabinet, Winston-Salem; John Michael Lazarus, Sanford; William Luther Marsh, Marshville; Bernie Joe Nance, Salisbury; Gordon Lee O'Briant, Sanford; James Miller Prevo, Thomasville; Renus Edgar Rich, Harmony; Steven Burgin Robertson, Marshall; Edward Lee Smithwick, Morehead City; Paul Augustus Stevenson, Elizabeth City; LuRuth Sutton, Raleigh; Dennis Franklin Troutman, Charlotte; Franklin Ennis Wells, Roseboro; Hobart Whaley, Beulaville; Druie Daniel Winstead, Elk City, and Thomas Marian Yost, Weavervill

The Dean's List also included: Jam

(Continued on opposite page)

Foundation Directors Meet

The North Carolina Pharmaceutical Research Foundation observed the 10th anniversary of their founding with their 11th annual meeting at the University of North Carolina School of Pharmacy this week.

The entire slate of officers was reelected for its 11th consecutive term in office.

The officers who are now serving for their 11th year are Roger A. McDuffie, Greensboro, president; P. A. Hayes, Greensboro, vice-president; and Dr. E. A. Brecht, Chapel Hill, secretary. The Depositors National Bank of Durham was named treasurer and fiscal agent.

The new executive committee is composed of Paul B. Bissette Sr., Wilson; C. T. Council, Durham; E. C. Daniel Sr., Zebulon; J. T. Reamer, Durham and H. C. Starling of Raleigh.

Aside from the officers elected, other foundation members who were present included Paul B. Bissette Jr., Wilson; Wade L. Gilliam, Winston-Salem; John C. Hood Jr., Kinston; Ralph Rogers Sr., Durham and W. L. West of Roseboro.

A report of the financial activities during the 10 years the foundation has been in existence showed an income of $211,500. Of this sum, $64,000 has been spent leaving a total of $145,500. Of this amount, $122,500 is in endowment funds and $23,000 is in expendable funds.

Dr. E. A. Brecht, dean of the Pharmacy school reported on the activities of the school. He discussed the proposed new building to house the school and exhibited plans for the building. The new building will contain 63,400 square feet of floor space. The dean also reported on a number of educational TV shows the school had sponsored or taken part in and told of plans for future programs. Dr. Brecht reported that the school now has enrolled 241 undergraduate students and 10 graduate students.

Plans were made for a day-long meeting in Chapel Hill this spring to celebrate the 10th anniversary of the founding of the Pharmaceutical Research Foundation.

HOWELL HALL

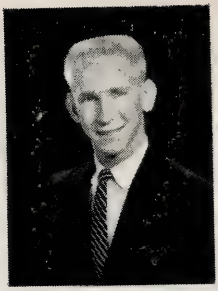
Edward Arena, Durham; Alpheus Worth Benthall, Ahoskie; Joe Fletcher Browning, Graham; Vaughn Douglas Bryson, Gastonia; Robert Dean Butler, Morganton; Donald Kermit Carter, Dallas; Edith Ann Caviness, Lillington; Carl Viggo Christensen, Raleigh; Charles Thomas Dixon, Winston-Salem; Marshall Wilson Dutton, Hickory; Fred Tucker Fayed, Roanoke Rapids; Robert Edward Fleming, Rocky Mount; William Russell Griffin, Old Fort; James Thomas Ingram, Roanoke Rapids; Loretta Johnson, Harrells; Geraldine Keenum, Hazelwood; Billy Worth Lanier, Buie's Creek; Kenneth Lee Lawing, Conover; Marian Boger McCurdy, Raleigh; James Monroe Miller, Hickory; Fred Owen Phifer, Marshville; Mary Sue Sheek, Yadkinville; William Preston Shoemaker, Thomasville; Alfred Gene Smith, Elizabethtown, and Paul Adams Whitehurst, Murfreesboro.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.
THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

JAMES EDWARD ARENA
DURHAM

LORETTA J. BAREFOOT
ASHEVILLE



CHARLES G. BARGER
NEW BERN

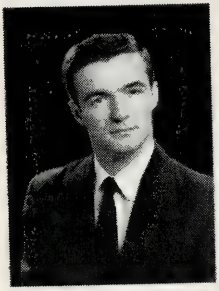
JAMES C. BOLTON III
RICH SQUARE

BENJAMIN W. BULLOCK
CREEDMOOR

SHIRLEY BUMGARDNER
WEST JEFFERSON

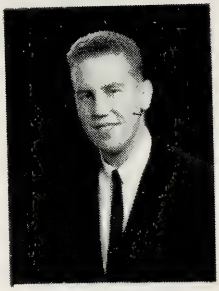
ROBERT DEAN BUTLER
MORGANTON

E. L. CARRAWAY, JR
WILLIAMSTON



LEWIS H. CARTER
KELFORD

PEGGY B. CHANDLER
KANNAPOLIS



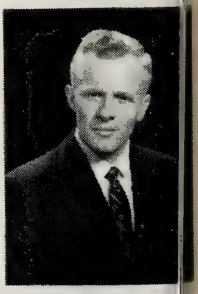
FRED R. CHARLES
WINSTON-SALEM

ALBERT S. CLAY
OXFORD

CHARLES P. COPSES
CHARLOTTE

BEN CARTER COURTS
REIDSVILLE

WILBUR A. CRUMPLER
ROSEBORO



EDWIN W. EDMONDS
PINETOPS

UNC PHARMACY SCHOOL GRADUATES—1957

JAMES EDWARD ARENA
Durham

Age 22, not married. Member of A.Ph.A. and NCPA Student Branches, Kappa Psi Fraternity. Nine months experience at Professional Pharmacy, Durham. Employed after graduation. Chapel Hill address: Kappa Psi House.

LORETTA JEAN BAREFOOT
Asheville

Age 21, not married, attended Meredith College. Member of A.Ph.A. and NCPA Student Branches, Secretary 4th year; Kappa Epsilon, Secretary 3rd year; Pharmacy Senate; Secretary Junior Class. Five months experience at Barefoot & Tatum Drug, Asheville. Available for employment in Piedmont area. Chapel Hill address: 102 McIver Dormitory.

CHARLES GLENN BARGER
New Bern

Age 22, not married. Member of A.Ph.A. and NCPA Student Branches, Kappa Psi Fraternity. Twelve months (4 summers) experience at New River Pharmacy, Jacksonville. Will return there after graduation. Chapel Hill address: Kappa Psi House.

JAMES CENER BOLTON III
Rich Square

Age 21, not married. Member of A.Ph.A. and NCPA Student Branches, Rho Chi, Kappa Psi Fraternity. Employed after graduation. Chapel Hill address: 117 W. Rosemary Street.

BENJAMIN WALTER BULLOCK
Creedmoor

Age 21, not married. Memeber of A.Ph.A. and NCPA Student Branches. Available for employment in Eastern North Carolina or Piedmont area. Chapel Hill address: 211 Ruffin Dormitory.

SHIRLEY W. BUMGARDNER
West Jefferson

Age 21, not married, attended WCUNC. Member of A.Ph.A. and NCPA Student Branches; Pharmacy Senate; Vice Priesident Pharmacey Student Body; Historian Kappa Epsilon Sorority; President Pho Chi. Six months experience at Gray-Neal's Drug Store, West Jefferson. Available for employment after graduation. Chapel Hill address: 109 McIver Dormitory.

ROBERT DEAN BUTLER
Morganton

Age 21, married. Member of A.Ph.A. and NCPA Student Branches, Phi Delta Chi Fraternity, Freshman Class Vice President. Available for employment after graduation in Western North Carolina. Chapel Hill address: 402 North Columbia Street.

ERNEST L. CARRAWAY, JR.
Williamston

Age 21, not married. Member of A.Ph.A. and NCPA Student Branches, Treasurer Student Branches; Kappa Psi Fraternity; Pharmacy Senate; President Junior Class. Experience at Rogans Pharmacy, Kinston, and Lane's Market Street Pharmacy, Wilmington. Available for employment in Eastern North Carolina. Chapel Hill address: Kappa Psi House.

LEWIS HAROLD CARTER
Kelford

Age 30, married. B.S. degree from Wake Forest College. Member of A.Ph.A. and NCPA Student Branches. Available for employment in Asheville area. Chapel Hill address: c/o Jack Hogan, Route 2, Chapel Hill.

PEGGY BLACK CHANDLER
Kannapolis

Age 21, married. Kappa Epsilon, Pledge mistress; Kappa Epsilon, Vice President. Six months experience at Black's Drug Store, Kannapolis. Employed after graduation. Chapel Hill address: 138 King Street.

FRED RICHARD CHARLES
Winston-Salem

Age 24, not married, veteran. Member of A.Ph.A. and NCPA Student Branches, Phi Delta Chi Fraternity. Fifteen months (summers 1950-56) at Paterson Drug, Winston-Salem; three months at N. C. Memorial Hospital, Chapel Hill; U. S. Navy Hospital Corps, 1952-54. Available for employment after graduation. Chapel Hill address: 402 Grimes Dormitory.

ALBERT S. CLAY
Oxford

Age 23, not married. Member of A.Ph.A. and NCPA Student Branches. Available for employment after graduation. Chapel Hill address: 209 Mangum Dormitory.

CHARLES P. COPSES
Charlotte

Age 27, married. A.B. degree in Chemistry from UNC. Member of A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Phi Delta Chi Fraternity. Six months experience at G. T. Tamblyn Drug Company, Toronto, Canada. Available for employment in Charlotte. Chapel Hill address: 153 Hamilton Road, Glen Lennox.

BEN CARTER COURTS
Reidsville

Age 29, married. A.B. degree from UNC. Member of A.Ph.A. and NCPA Student Branches; Phi Delta Chi Fraternity, President. Four months experience at Mann's Drug Store, Reidsville. Available for employment after graduation. Chapel Hill address: 306 N. Columbia Street.

WILBUR AUBREY CRUMPLER
Roseboro

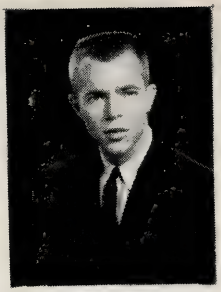
Age 27, married, one child, attended Pineland Junior College. Member of A.Ph.A. and NCPA Student Branches. Six months experience at Davis Pharmacy, Roseboro. Available for employment in Eastern North Carolina. Chapel Hill address: 126 Daniels Road.

EDWIN WILSON EDMONDSON
Pinetops

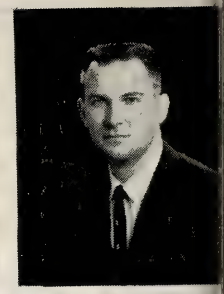
Age 22, not married. Member of A.Ph.A. and NCPA Student Branches; Secretary Graham Dormitory 1953-1954; Manager Winston Dormitory 1954-1955; Manager Mangum Dormitory 1955-1956; Manager Grimes Dormitory 1956-1957. Eight years experience at Service Drug, Pinetops. Available for employment in Western North Carolina. Chapel Hill address: 104 Grimes Dormitory.

ROBERT W. FOSTER
GREENSBORO

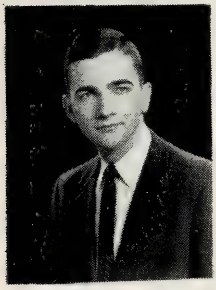
PETE DELON FREEMAN
ASHEBORO



GERALD HARRINGTON
SANFORD

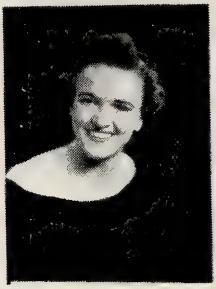


BYRON T. HUCKABY
WINSTON-SALEM

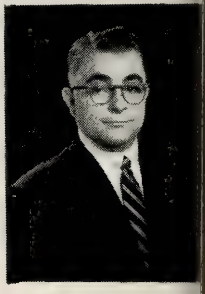


JAMES T. INGRAM
ROANOKE RAPIDS

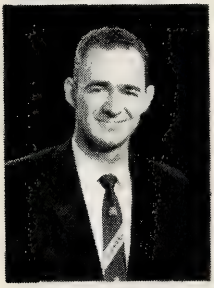
ALPHEUS JONES, JR.
WARRENTON



GERALDINE KEENUM
HAZELWOOD

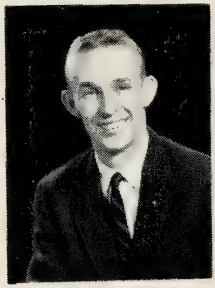


BILLY WORTH LANIER
BUIE'S CREEK



JERRY LEATHERWOOD
WAYNESVILLE

JOHN W. LEONARD
LINCOLNTON



WILLIAM H. MAST
SUGAR GROVE

MACK E. MC CORKLE
ROXBORO

DONALD J. MILLER
RALEIGH

JOHN S. NANCE, JR.
CHARLOTTE

FRED OWEN PHIFER
MARSHVILLE

JANICE L. PIPES
ASHEVILLE

UNC PHARMACY SCHOOL GRADUATES—1957

ROBERT W. FOSTER
Greensboro

ge 22, not married. Member of A.Ph.A. and CPA Student Branches. Available for employ- ent in Western North Carolina. Chapel Hill ldress: 7 Battle Dormitory.

PETE DELON FREEMAN
Asheboro

ge 21, not married. Member of A.Ph.A. and CPA Student Branches, Assistant President and ice President; Kappa Psi Fraternity, Secretary nd Historian; Pharmacy Senate. Six months xperience at Reaves Walgreen Agency, Ashe- oro; five months at Arthurs Pharmacy, High oint; five months at Kearns Service Drug, Ashe- oro. Available for employment after graduation the Piedmont area. Chapel Hill address: 04 Grimes Dormitory.

GERALD K. HARRINGTON
Sanford

ge 21, not married. Member of A.Ph.A. and CPA Student Branches; Rho Chi; Kappa Psi, reasurer 1956-57; Student Legislature 1954-55. ine months experience at Jonesboro's Lee Drug tore, Sanford; three months at Community Drug tore, Lexington. Employed after graduation. hapel Hill address: Kappa Psi House.

BYRON TAYLOR HUCKABY
Winston-Salem

ge 28, married. Member of A.Ph.A. and CPA Student Branches; Rho Chi Society; Kappa si Fraternity; President Student Branches. Three onths experience at Sawyer & Moore Inc., Dur- m; one year at Starling Pharmacy, Martins- lle, Va. Employed after graduation. Chapel ill address: 137 King Street.

JAMES THOMAS INGRAM
Roanoke Rapids

ge 21, not married. Member of A.Ph.A. and CPA Student Branches. Four and one-half onths experience at Timberlake's Drug Store, oanoke Rapids. Available for employment in astern North Carolina. Chapel Hill address: 13 d East.

ALPHEUS JONES, JR.
Warrenton

ge 22, not married. Member of A.Ph.A. and CPA Student Branches Kappa Psi Fraternity. ree months experience at Hunter Drug Com- ny, Warrenton. Employed after graduation. hapel Hill address: 35 Old West.

GERALDINE KEENUM
Hazelwood

ge 21, not married. Member of A.Ph.A. and CPA Student Branches; Pharmacy Girls As- ciation, President; Kappa Epsilon, Vice Presi- nt; Senior Class, Secretary-Treasurer; Kappa psilon, Historian. Nine months experience at azelwood Pharmacy, Hazelwood. Employed after aduation. Chapel Hill address: 105 McIver ormitory.

BILLY WORTH LANIER
Buie's Creek

ge 22, not married, attended Campbell Junior llege. Member of A. Ph. A. and NCPA Student anches; Rho Chi, Secretary-Treasurer. Six onths experience at McKnight's Drug Store, ats; will return there after graduation. Chapel ill address: 321 Joyner Dormitory.

JERRY ROBERT LEATHERWOOD
Waynesville

Age 29, married, three children. Member of A.Ph.A. and NCPA Student Branches, Kappa Psi Fraternity. Six months experience. Available for employment after graduation. Chapel Hill address: 1 Old East Dormitory.

JOHN WILLIAM LEONARD
Lincolnton

Age 25, not married, veteran. Member of A.Ph.A. and NCPA Student Branches, Kappa Psi Fraternity. Six months experience at Crowell Hospital Pharmacy, Lincolnton. Available for employment after graduation. Chapel Hill address: 104 Grimes Dormitory.

MACK ELMO MCCORKLE
Roxboro

Age 21, married, one child. Member of A.Ph.A. and NCPA Student Branches, Pharmacy Senate, Kappa Psi Fraternity. Three months experience at Durham Drug, Durham; three months experience at Jacocks' Pharmacy, Elizabeth City. Available for employment in the Piedmont area. Local address: 1707 Angier Avenue, Durham, N. C.

WILLIAM HERNDON MAST
Sugar Grove

Age 23, not married, attended Wake Forest. Member of A.Ph.A. and NCPA Student Branches; Vice President Kappa Psi; President Senior Class; Vice President Junior Class. Nine months experience at Kenbridge Drug, Kenbridge, Va. Available for employment after graduation. Chapel Hill address: 117 W. Rosemary.

DONALD JOSEPH MILLER
Raleigh

Age 21, not married. Member of A.Ph.A. and NCPA Student Branches; Chairman A.Ph.A. student section; Pharmacy Senate; Kappa Psi Fraternity, President; Order of Grail; Order of Old Well; Student Legislature; Pharmacy Student Body President; UNC Dance Committee Chairman; Senior Class Treasurer; University Party. One year experience at Walgreen Co. and Village Pharmacy, Raleigh. Available for employment after graduation in Central or Western North Carolina. Chapel Hill address: 117 W. Rosemary Street.

JOHN S. NANCE, JR.
Charlotte

Age 27, not married, attended Wingate College. Member of A.Ph.A. and NCPA Student Branches, Phi Delta Chi Fraternity. Twelve months experience at Selwyn Drug Store, Charlotte. Employed after graduation. Chapel Hill address: 211 Church Street.

FRED OWEN PHIFER
Marshville

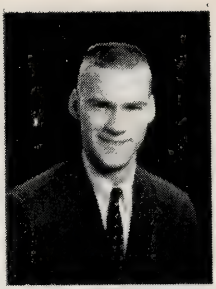
Age 21, not married. Member of A.Ph.A. and NCPA Student Branches; Kappa Psi Fraternity, Secretary and Historian; University Club. Nine months experience at Guion's Drug Store, Marshville. Employed after graduation. Chapel Hill address: 117 W. Rosemary Street.

JANICE L. PIPES
Asheville

Age 21, not married, attended Mars Hill Junior College. Member of A.Ph.A. and NCPA Student Branches; Kappa Epsilon Sorority; Secretary-Treasurer Pharmacy Senate; Secretary Student Branches. Ten months experience at Montford Pharmacy, Asheville. Available for employment in September 1957 in Durham-Chapel Hill area. Chapel Hill address: 101 McIver Dormitory.

BILL PROFFITT
SHERWOOD

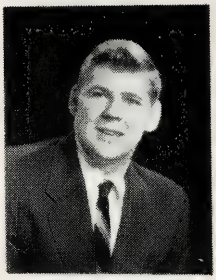
RENUS E. RICH, JR.
MORGANTON



STEPHEN B. ROBERTS
MARSHALL

MARY SUE SHEEK
YADKINVILLE

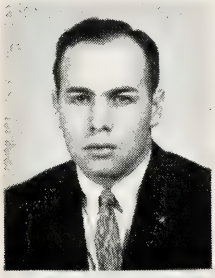
JOSEPH E. SMITH
CONNELLY SPRINGS



LARRY GLENN SNIDER
EAGLE SPRINGS

JACK LLOYD TYLER
SANFORD

MAURICE UNDERWOOD
WILMINGTON

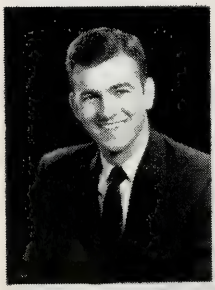


EMORY M. WATSON
SANFORD

HOBART WHALEY
BEULAVILLE

PAUL A. WHITEHURST
MURFREESBORO

CHARLES S. WILLIAM
DURHAM



JOSEPH ZAMBITO
GOLDSBORO

1957
GRADUATING CLASS
SCHOOL OF PHARMACY
UNIVERSITY OF NORTH CAROLINA

UNC PHARMACY SCHOOL GRADUATES—1957

BILL PROFFITT
Sherwood

ge 28, not married, attended Appalachian State eachers College. Member of NCPA Student ranch. Six months experience at Spruce Pine harmacy, Spruce Pine. Available for employ- ent in Western North Carolina. Local address: ox 651, Carrboro.

RENUS EDGAR RICH, JR.
Morganton

ge 27, married, two children. Member NCPA udent Branch, Rho Chi, Vice President. Three d one-half months experience at Watts Hospital harmacy, Durham. Available for employment Western North Carolina. Chapel Hill address: 9 Polk Street.

STEPHEN BURGIN ROBERTS
Marshall

ge 23, not married. Member of A.Ph.A. and CPA Student Branches, Phi Delta Chi Fraternity, MCA. Three months experience at Varner's rug Store, Brevard. Available for employment ter graduation. Chapel Hill address: 225 Con- r Dormitory.

MARY SUE SHEEK
Yadkinville

ge 23, not married, attended WCUNC. Member A.Ph.A. and NCPA Student Branches; Phar- acy Senate; Kappa Epsilon Sorority, Pledge istress, 3rd year. President 4th year. Five nths experience at Knight Drugs, Yadkinville. ailable for employment in the Piedmont area. apel Hill address: 102 McIver Dormitory.

JOSEPH E. SMITH
Connelly Springs

e 23, not married. Member of A.Ph.A. and PA Student Branches; Pharmacy Senate, Re- rder 3rd year, Parliamentarian 4th year; Kappa i Fraternity; Sophomore Class President; Honor uncil, 4th year. Six months experience at ickory Drug Company, Hickory; Brandon's armacy, Hildebran. Available for employment the Piedmont area, but hopes to attend gradu- school. Chapel Hill address: 117 W. Rosemary eet.

LARRY GLENN SNIDER
Eagle Springs

e 21, not married. Member of A.Ph.A. and PA Student Branches. Phi Delta Chi Fraternity. e and one-half months experience at Plaza lls Pharmacy, Charlotte; two months at Dorton's ug Store, Charlotte. Available for employment er graduation. Chapel Hill address: 206 Fetzer ne.

JACK LLOYD TYLER
Sanford

e 29, married, two children, veteran. Member A.Ph.A. and NCPA Student Branches. Ex- rience at Brantley & Son, Inc., Raleigh, and banks Drug, Chapel Hill. Availability for ployment not definite. Chapel Hill address: 202 refoy Road.

MAURICE EDWARD UNDERWOOD
Wilmington

e 46, married, three children, B.S. degree from lmington College, Ohio. Member of A.Ph.A. d NCPA Student Branches, Pharmacy Senate, smopolitan Club. Two years experience at nriksen's Pharmacy, Wilmington. Employed er graduation. Chapel Hill address: 226 Con- Dormitory.

EMORY M. WATSON
Sanford

Age 26, married, two sons. Member of A.Ph.A. and NCPA Student Branches, Kappa Psi Fraternity. Four years experience at Joneboro's Lee Drug Store, Sanford; eighteen months at Campbell's Forest Lake Pharmacy, Columbia, S. C. Tentatively employed. Local address: Route 1, Box 149, Durham.

HOBART WHALEY
Beulaville

Age 27, married, one child, veteran. Member of A.Ph.A. and NCPA Student Branches. Three months experience at Johnson's Pharmacy, Raleigh. Available for employment in Eastern North Carolina. Chapel Hill address: 125 Mason Farm Road.

PAUL ADAMS WHITEHURST
Murfreesboro

Age 22, not married. Member of A.Ph.A. and NCPA Student Branches, Kappa Psi Fraternity. Available for employment in Eastern North Carolina. Chapel Hill address: 35 Old West.

CHARLES SLATER WILLIAMS
Durham

Age 22, married. Member of A.Ph.A. and NCPA Student Branches; Kappa Psi Fraternity, Chaplain. Six months experience at Franklin Drug, Gastonia; three months at Presbyterian Hospital Pharmacy, Chicago; three months at La Salle Hotel Pharmacy, Chicago. Available for employment in Piedmont area. Chapel Hill address: 117 W. Rosemary Street.

JOSEPH ZAMBITO
Goldsboro

Age 28, married. Member of A.Ph.A. and NCPA Student Branches. Five and one-half months experience at Village Pharmacy, Chapel Hill; three and one-half months at Durham Drug Company, Durham. Available for employment in Raleigh, Greensboro, Durham, or Winston-Salem. Chapel Hill address: 223-A Jackson Circle.

Dental Formulary Progresses

The Dental Formulary Committee, under the chairmanship of Dr. Ben Cooper, met twice during February—on February 13 and 28—and another meeting is scheduled for March 21.

The North Carolina Dental Society, in addition to sending five of its members to the Formulary meetings, has agreed to assist in publishing and distributing the Dental Formulary through a financial grant up to $500.

Exact date The Dental Formulary will be available is not known but it will probably be brought out as a loose-leaf booklet, so that additions and deletions may be easily made.

Tar Heel Digest

Coulter R. Sublett, former District Sales Manager for Eli Lilly Company, with headquarters in Charlotte, has been transfererd to the home office in Indianapolis. He is now administrative assistant to A. J. W. LeBien, vice president in charge of Marketing.

For the past eight months Mr. Sublett has been manager of Lilly's Southeast District, with headquarters in Atlanta.

* * * *

Until late spring, Miss Jeanette Hunter will make her home in Westfield, North Carolina. She is secretary of the North Carolina Society of Hospital Pharmacists.

* * * *

Uncle Sam, hearing that Van King of Mount Airy has been licensed to practice pharmacy in North Carolina, sent "greetings" with instructions to report at Raleigh for induction into the Armed Forces. Others headed for the military field, we hear, include Lewis Doyle of Roanoke Rapids and Julian Upchurch of Spring Hope.

* * * *

J. Hugh Fletcher transfers from Wil mington to the Lawing-Keziah Drug Com pany, Lincolnton, replacing Charles W Young, Jr., now with Todd's Pharmacy Elizabeth City.

* * * *

Mrs. Herman Lynch of Dunn has bee assisting L. Jackson of the E. R. Thoma Drug Company, Erwin, for several months

* * * *

While vacationing in Florida, BC sale manager J. Floyd Goodrich spent a wee in a Clearwater hospital. He has returne to Durham.

* * * *

One of the nation's first recipients Rexall's mortar and pestle trophy was E. Daniel of Zebulon. The trophy is an authe tic replica of a 16th century bronze mort

North Carolina-Rx Price Survey

Rx 1
Equanil, 400 mg., #50

Rx 2

Sulfur, Ppt	0.9
Hydrocortisone	0.3
Cream Base, qs ad	30.0

Rx 3
Alba-Penicillin Caps., #16

	Rx 1	Rx 2	Rx 3
Raleigh	$5.00	$4.95	$ 8.
Marion	5.00	4.75	9.
Oxford	5.50		10.
Morganton	6.00		10.
Charlotte	5.00	5.25	9.
Fayetteville	5.00	4.50	9.
Hickory	5.00	4.75	8.
Hamlet	5.00	3.75	9.
Durham	5.00	4.60	10.
Reidsville	5.40	6.25	10.
Hendersonville	5.40	6.00	10.
Wilmington	5.50	6.00	11
Burlington	5.50	6.50	10
New Bern	5.50	6.00	10
Rocky Mount	6.00	5.00	9
Mount Olive	5.00	5.50	9
Whiteville	6.00	5.00	10
Shelby	5.50	4.50	10

and pestle cast at Deventer, the Netherlands, in 1590.

* * * *

Parsons Drug Store of Wadesboro has just completed an extensive remodeling program featuring self-service. G. E. Andes is the owner; William C. Bias, pharmacist.

* * * *

Barton's Pharmacy, 825 Florida Street, Greensboro, was opened to the public early in March. Bill Barton, formerly of Pleasant Garden, is the owner.

* * * *

G. B. Woodward shifts from Conley's of Bryson City to the Carolina Pharmacy, Franklin.

* * * *

Clyde J. Duvall returns to Brevard as pharmacist with Varner's Drug Store. For the past two years he was employed in Franklin by the Carolina Pharmacy.

* * * *

Shifts in employment: Robert G. Smith from the Harris Drug, High Point, to Wilkins Drug Company; Mocksville; W. W. Northcott from Bobbitt's College Pharmacy, Winston-Salem, to Acadia Pharmacy, Winston-Salem; C. L. Swearngan from Dorton's Drug Store, Charlotte, to T. A. Walker, Inc., Charlotte; and Joseph H. Wilson, from Acadia Pharmacy, Winston-Salem, to Old Town Pharmacy (new), Winston-Salem.

* * * *

Addition to the pharmacists' staff of the Sylva Pharmacy, Sylva: Robert A. Rankin, graduate of the University of Mississippi and licensed in N. C. by reciprocity from Tennessee.

* * * *

Still busy as ever—Mrs. Graham (Lou) Culbreth of Southern Pines. Recently elected vice president of the Southern Pines Chamber of Commerce; also serving as county treasurer for Moore County Society for Crippled Children and Adults.

FOR SALE—drug store located in and operated by the late Dr. S. S. Hutchinson, Gladenboro, North Carolina. Call or write Mrs. S. S. Hutchinson.

You should serve

Pine State MILK

Since 1919 It's Still North Carolina's Choice

More people like it at home, and they'll like its fresher, more dependable flavor at your fountain, too.

phone **RALEIGH 2-3911**
for full details

Pine State
MILK - ICE CREAM
RALEIGH, NORTH CAROLINA

1957-58 Blue Book Lists 173,340 Products

The largest *American Druggist Blue Book* ever published—containing 712 pages loaded with 74,829 price changes—is being mailed today to every retail pharmacy in America. The *Blue Book* lists a total of 172,340 products.

The new edition is printed in the same easy-to-read *Blue Book* type which is so very popular with pharmacists throughout the nation.

The 1957-58 *Blue Book* features 2 new symbols which appear alongside product listings.

The new symbols:

★ Former 'Rx only' products which may be sold over-the-counter.

◆ Narcotic product for which oral Rxs are permitted in certain states.

These new symbols are used—in addition to the following ones used in previous editions of the *Blue Book*.

* Fair trade minimum

℞ "Rx only" product

● Narcotic product

⊙ Exempt narcotic

▲ Needs refrigeration

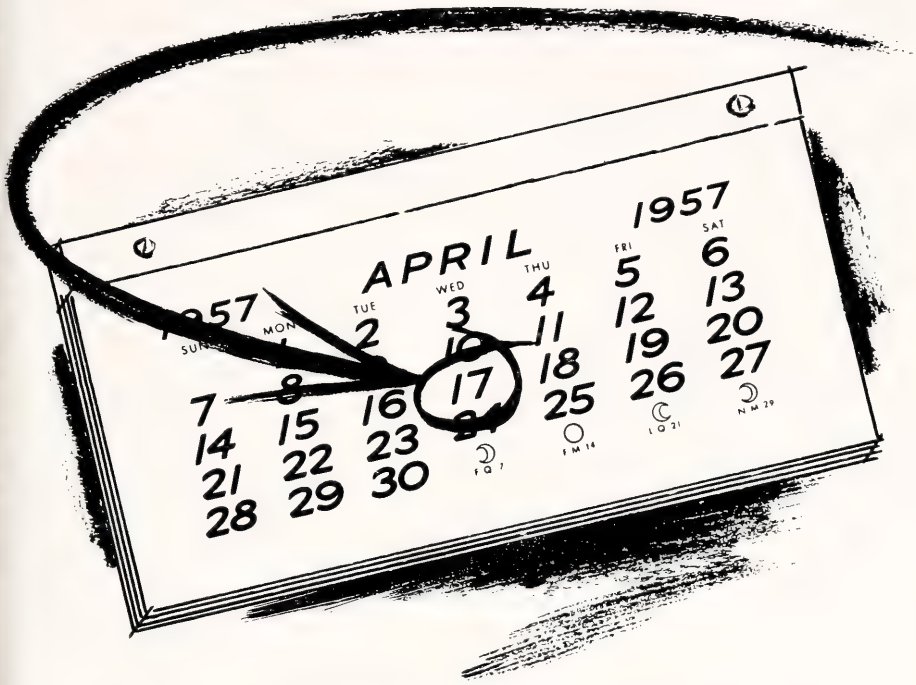
The *Blue Book* is the only national price book using all of these helpful symbols.

Complete descriptions—including composition, action, uses, dosage, and packaging—of nearly 1,400 different products, are published in the new *Blue Book*. This represents a record number, making the *Blue Book* a vital addition to the pharmacist's

The 1957-58 *Blue Book* also includes reference articles on the following topics: ways to beat non-drug outlet competition . . . first aid items for the medicine cabinet . . . excise tax data . . . Latin words and phrases . . . Rx accessory data . . . space-procedures for animals. In addition, over saving ideas for Rx lab . . . immunologic 7,200 manufacturers are included in an alphabetical index at the back of the book.

A free copy of the *Blue Book* was mailed on February 25th to every retail pharmacy in America. Additional copies sell at $8.00 each . . . the same as last year . . . despite increased publication costs. Send check or money order to *American Druggist Blue Book*, 250 West 55th Street, New York 19, N. Y.

Circle this Date on your Calendar . . . .



Owens, Minor & Bodeker's Clerk Training Clinic

April 17, 1957

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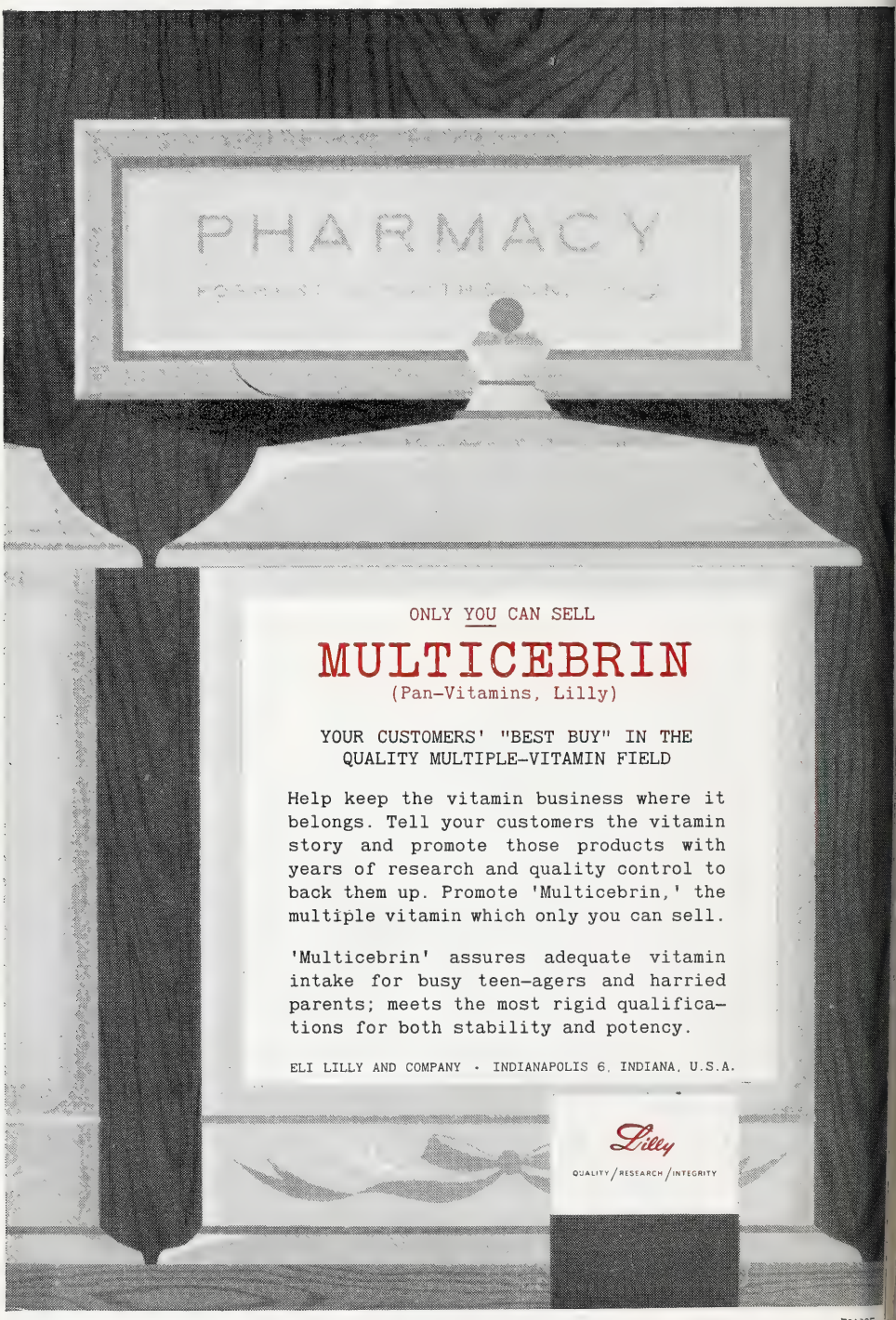

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YOUR CUSTOMERS' "BEST BUY" IN THE QUALITY MULTIPLE-VITAMIN FIELD

Help keep the vitamin business where it belongs. Tell your customers the vitamin story and promote those products with years of research and quality control to back them up. Promote 'Multicebrin,' the multiple vitamin which only you can sell.

'Multicebrin' assures adequate vitamin intake for busy teen-agers and harried parents; meets the most rigid qualifications for both stability and potency.

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a sound formula for expanding sales

each Capsule contains:

vitamins:

Vitamin B_{12} crystalline	5 mcg.
Vitamin B_2 (G) (riboflavin)	10 mg.
Vitamin B_6	2 mg.
Vitamin B_1 mononitrate	10 mg.
Nicotinamide (niacinamide)	100 mg.
Vitamin C (ascorbic acid)	150 mg.
Vitamin A	25,000 units
Vitamin D	1,000 units
Vitamin E	5 I.U.

minerals (as inorganic salts):

Iodine	0.15 mg.
Manganese	1.0 mg.
Cobalt	0.1 mg.
Potassium	5.0 mg.
Molybdenum	0.2 mg.
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Copper	1.0 mg.
Zinc	1.5 mg.
Magnesium	6.0 mg.
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available: MYADEC Capsules are supplied in bottles of 30, 100, 250, and 1,000.

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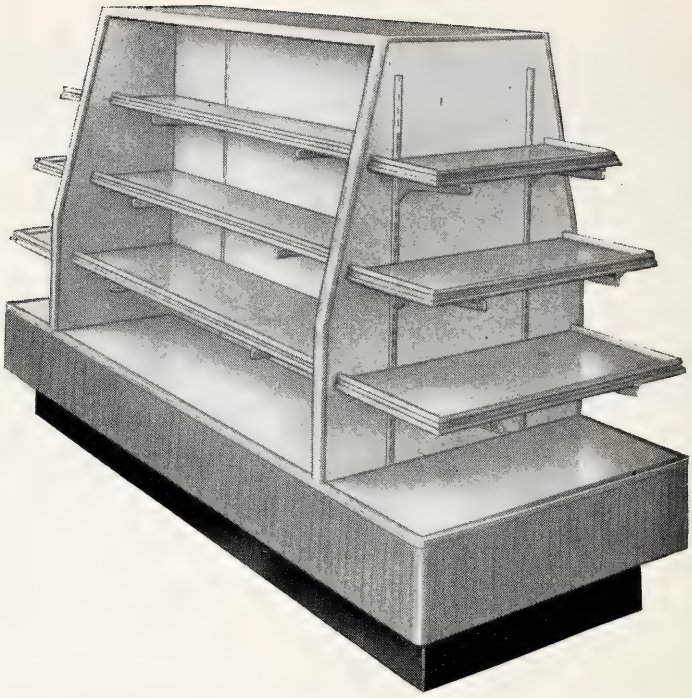

GK-2846 CENTER AISLE GONDOLA

Ideal for self-service displays on all four sides. Can be used effectively in narrow stores where all around traffic aisles are desired. Companion units are available to suit your particular needs. Mail coupon for complete new free catalog just off press.

Send Catalog ☐
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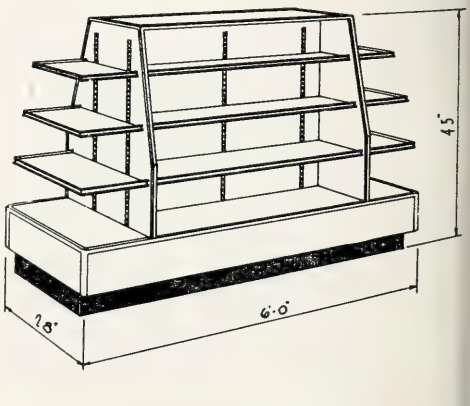

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MY HOBBY BOX

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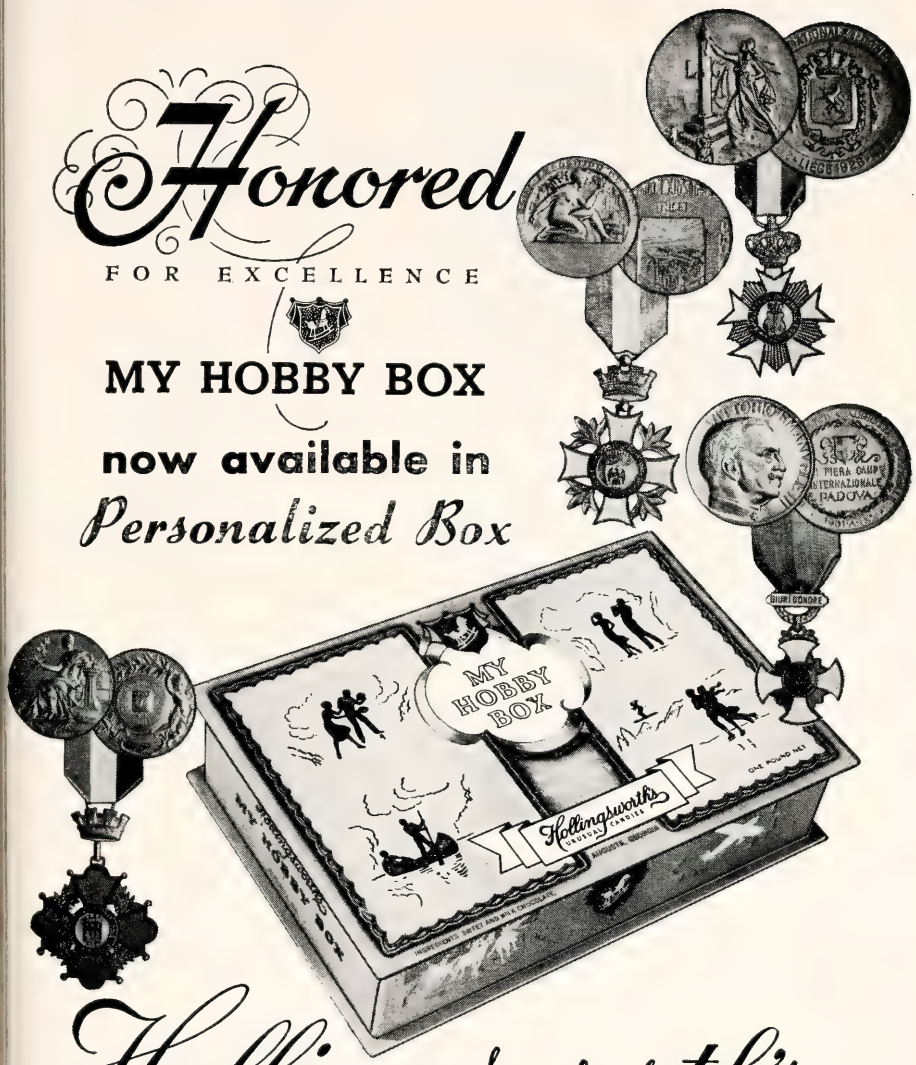

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UNUSUAL CANDIES

FOR THOSE WHO LOVE FINE THINGS

North Carolina Representative: **J. T. (Tom) Tucker**

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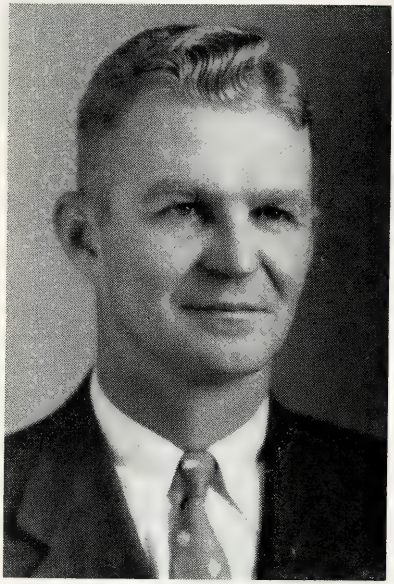

STEPHEN TAYLOR FORREST

Justice Drug Company salutes Stephen T. Forrest President of the TMA of the N. C. P. A., and Vice President-General Manager of Justice Drug Company.

MR. FORREST AND OTHER MEMBERS OF THE FIRM
LOOK FORWARD TO GREETING YOU
AT THE SEVENTY-SEVENTH ANNUAL MEETING
OF THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHARLOTTE, N. C.

MAY 5-7, 1957

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina JOURNAL OF PHARMACY

April, 1957

VOL. XXXVIII No. 4

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Convention Pointers

The Charlotte Convention will be underway shortly after you receive this issue of THE JOURNAL. If you plan to attend, here are some pointers to help you get the most out of the convention.

1. Check the speakers appearing on the program. If you have a problem falling within their specialized field, arrange to talk with them between sessions. Busy? They'll consider it a compliment to be called on for advice.

2. Jot down specific problems; other pharmacists may have found successful solutions; you'll find them glad to help.

3. Capitalize on meal-time hours. Arrange to eat with different groups of friends at each meal. Unless you are mighty fast, you won't get stuck with the check every time.

4. The business meetings on Monday and Tuesday will be limited to two hours, hence you will be able to get in several old-fashioned bull sessions. From experience we know many a valuable tip results from informal talks with other pharmacists.

5. Limit yourself. Too much food and drink and too little sleep makes Jack, or anyone else, a dull boy.

6. Attend the entertainment events; they're an important part of the convention. All work and no play is not calculated to improve Jack's disposition.

7. And finally, be a cooperative competitor. Share your successful ideas with the other delegates; you'll all profit in the end.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Rxs, People and Progress

As guest speaker at the April 1 meeting of the Goldsboro Kiwanis Club, NCPA Secretary W. J. Smith covered a wide range of pharmaceutical topics under the general heading: "Prescriptions, People and Progress."

Exhibited was a 4,000-year-old clay tablet containing 13 prescriptions; a prescription of more recent date written on a piece of 2 x 4 lumber; a large "Rx" sign, the meaning of which was explained by the speaker.

Mr. Smith appeared as guest speaker through invitation of Pharmacist Luther Bunch, a member of the local club. Also present was a past president of the NCPA, B. R. Ward, manager of the Goldsboro Drug Company.

Drug Stores Closed

Bolt Drug Company, Shelby

Lane's Lake Forest Pharmacy, Wilmington

Lumberton Drug Company, Lumberton

Change in Ownership

Professional Pharmacy, 123 West Hargett Street, Raleigh. H. W. Brege, owner; Jean Bush Provo, pharmacist in charge.

Roberts Pharmacy, Corner Bridge and Main Streets, Marshall. V. C. Davis, owner; M. H. Cox, pharmacist in charge.

Bob's Clark's Pharmacy (formerly Cherry Point Pharmacy), Commercial Center, Havelock. Robert Lee Clark, owner; Christine Tunstall, pharmacist in charge.

Trainee of the Week

Van King, UNC graduate of June, 1956, was honored at Fort Benning, Georgia, by being selected as "Trainee of the Week for the Battalion" for the week ending March 24th.

From his company four competed, with Van winning out over the other three. From there he was sent into competition with others from the post. After studying a little "military," he was again interviewed and was subsequently notified of his choice as Trainee of the Week for the Battalion.

Prize was a three-day pass following completion of his 5th week of basic training.

Vacation in Hawaii

The Dean Tainters of Marion surprised us with a letter from Honolulu, Hawaii, where they had gone for a vacation.

Going first to San Francisco for a visit with relatives, they then flew to the Hawaiian Islands, where they have been vacationing and sightseeing. He tells us there are many different types of drug stores, and plenty to see and eat.

After a stopover in Los Angeles on the return trip, Dean says he will be going back to work for another three years.

FOR SALE

Drug and Sundries Stock . . . Long lease on thoroughly Modern Building . . . Fast growing community in sight of Atlantic Ocean.

Owner's health is only reason for selling . . . This is a rare opportunity to combine business and pleasure in delightful sea resort.

Address:

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Convention - Gram

Everything is in readiness in Charlotte for the arrival on May 5 of a minimum of one thousand delegates expected to attend the annual meeting of the NCPA, the TMA and The Woman's Auxiliary. For the past five months committees of the three organizations have been at work to make your stay in The Queen City a pleasant and a profitable one.

Here's a quick run-down on the speakers who will address the convention delegates: B. S. Griffith, general manager and vice-president of *The Charlotte News;* Congressman Carl T. Durham, Chairman of the Joint Committee on Atomic Energy; A. A. Betts, Field Sales Manager, Anahist Company; Dr. George L. Simpson, Jr., Director, The Research Triangle; George L. Smith, vice president, sales and advertising, Southern Dairies; James W. Harrison, Director, Professional Service Department, Dr. T. C. Smith Company; Frank Errigo, District Manager, Parke, Davis & Company; and Roy Burton, Field Manager, Retail Sales, Owens-Illinois.

There will be a number of important reports. For instance, Dorsey Welch, Chairman of the Papers and Queries Committee, will summarize his committee's survey on "drug store hours" in which more than 225 members participated.

For early arrivals—registration starts at 2 P.M. on Sunday, May 5 in the lobby of The Hotel Charlotte—Dr. F. C. Hammerness has arranged an excellent movie program, composed exclusively of pharmacy films.

There are numerous dinners, receptions, luncheons and the like on the schedule. These are all outlined in detail on pages 183-185.

For entertainment, two floor shows, two dances, a golf tournament and some special surprise events have been announced.

On Monday night, May 6, Burwell & Dunn and Scott Drug Company present Doraine & Ellis "and their story of romance in song" and Jack & Marilyn Nagle. The Tuesday night TMA-sponsored show is made up of the world's most unique dance team, a comedian and a dancing specialty. Dean Hudson's Orchestra appears both nights.

Prizes—In addition to the usual "grab bags" supplied to each registrant at The Woman's Auxiliary table, there will be many valuable prizes awarded to the ladies during the 3-day convention.

Mrs. R. L. White is in charge of the prizes as well as the sale of Scripto Pens (see page 193), a fund-raising project of The Woman's Auxiliary.

Coca-Cola, Lance and Southern Dairies will operate booths in the headquarters hotel. If it is a "Coke," a snack or a shake, you'll find your refreshment available at one of these booths.

B & H Photo Company, Charlotte, and Foister-Palm Photo Service, Chapel Hill, will make a picture of all persons who register for the convention. Free picture ticket included with your registration badge.

To NCPA members who attend the business sessions: You can qualify to win minimum of $100 in cash and merchandise by getting to the sessions on time. Ten minutes prior to and ten minutes following start of each business sessions, numbered tickets will be passed out. Member having highest total at conclusion of final session wins the cash and merchandise. So attend all sessions—and be on time.

The Hotel Charlotte is booked solid. However, plenty of rooms remain at nearby Selwyn Hotel (Tel. Ed 5-1411), Mecklenburg Hotel (Tel. Ed 2-1181), Barringer Hotel (Tel Ed 3-0331) and numerous motels.

Registration Fees:

Members of the NCPA—$5.00

Non-Member Pharmacists—$10.00

Pharmacy Students (Members of the Branch)—Free

Members of The Woman's Auxiliary—$2.00

Visitors to The Woman's Auxiliary—$5.00

Members of The TMA—$15.00

FOR PROGRAM DETAILS, SEE PAGES 180-193

In TRAL, a significant milestone has been reached in the long search for an anticholinergic which would be—

potent enough to block hypersecretion and hypermotility in peptic ulcer

selective enough to avoid the side effects often resulting from unwanted anticholinergic action outside the gastrointestinal tract

More than 1,000 clinical trials have shown that TRAL is not only adequate in its antisecretory-antimotility effects, but has perhaps the most highly specific postganglionic cholinergic blocking effect of any drug yet developed—At least to the degree that side effects have been strikingly fewer and milder than you would normally expect from an anticholinergic. Even when two to four times the normal dose was administered, only slight increase in incidence or severity of side reactions was noted.

The drug is supplied as Filmtab TRAL (25 mg.) and as Filmtab TRAL (25 mg.) with Phenobarbital (15 mg.), both in bottles of 100 tablets.

Abbott

The TRAL *Patient*
on-the-go, on-the-mend...
unbothered by the ulcer
...*or* the medicine

A NEW DRUG OF MARKED SELECTIVITY

for treatment of hypersecretion and hypermotility in IN PEPTIC ULCER

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Legislative Program Adopted

The NCPA Legislative Committee, meeting in Raleigh on March 7, adopted the program as outlined below.

Committee members present included W. L. West, Chairman, C. M. Andrews, E. A. Brecht, M. B. Melvin, B. R. Ward, E. C. Daniel, and H. C. McAllister, the latter representing Roger A. McDuffie, who was unable to be present.

Guests present included Senator Kelly Bennett, Representative John Henley, Attorney F. O. Bowman and NCPA Secretary W. J. Smith.

1. Approved rewrite of pharmacy law relating to renewal of licenses of pharmacists.

2. Approved amending pharmacy law relating to renewal of pharmacy (drug store) permits.

3. Approved change in wording of state narcotic law so as to cover additional exempt narcotic drugs.

4. To curb house to house peddlers of drugs and other non-pharmacy distributors of drug preparations through enactment of special state tax of $250 covering any person or firm dealing in drugs, the committee felt such a proposal would not accomplish the desired end. Defeated.

5. Senate Bill 32—a complete rewrite (200 pages) of the State Board of Health laws. Bill analyzed by Mr. McAllister, with report submitted to Senator Bennett and Rep. Henley.

6. Pharmacist on Board of Trustees of The University of North Carolina. Desirable but the committee was told little chance of a pharmacist being elected. "One of the most sought after posts in the state—generally goes to members of the General Assembly."

7. Lower registration standards—no legislation in sight but if it materializes, committee set to act without delay.

8. Appropriation for larger pharmacy building. Dean Brecht outlined present status of the appropriation request. Committee voted to go along with the Advisory Budget Commission's recommendation ($1,150,000) rather than seek restoration of the original request, which was about 20% higher.

9. Trading Stamps—apparently no legislation to regulate or tax "trading stamps" will be introduced.

10. Letter from the Toni Company was read; suggested be on guard against legislation limiting "use" of home permanents.

FOR SALE—Used equipment in good condition at a very reasonable price:

1. Modern American 1¢ weighing machine.
2. One 6-foot cigar case finished in maple; 22 inches wide, 40 inches high; served from back by two doors; has 2 humidifiers.

James R. Casteel
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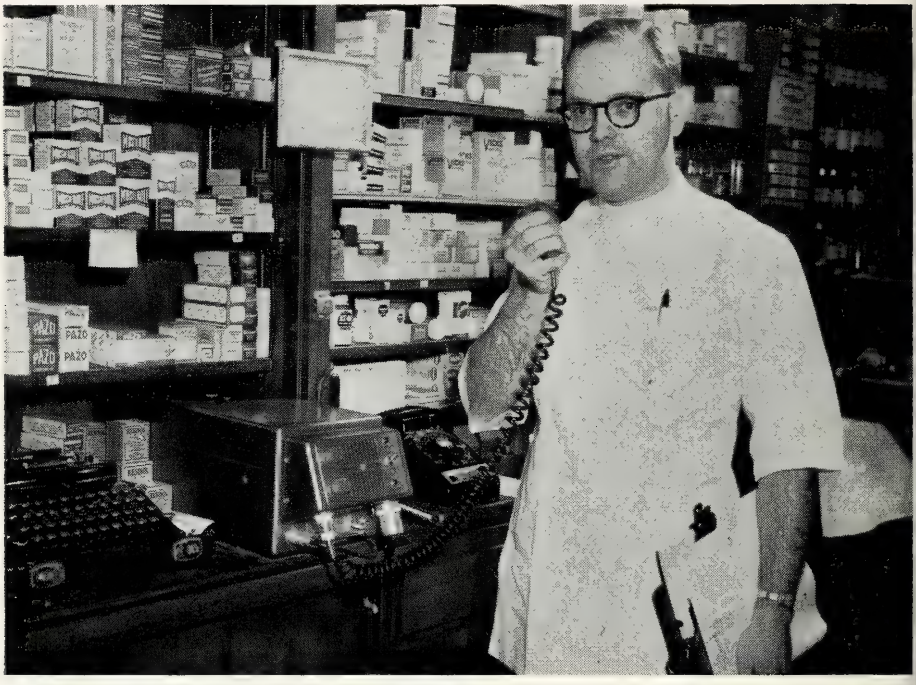
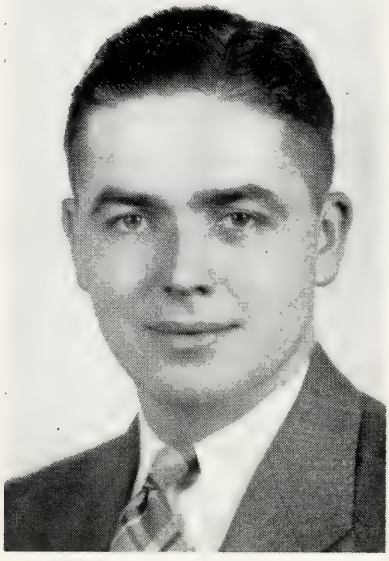


Moss Salley, Jr. shown with two-way GE transmitter-receiver radio which Salley's Drug Store, Asheville, recently installed to speed-up its deliveries. Story on opposite page.



JAMES R. CASTEEL

Tops in Anahist Sales

By reason of having sold twelve dozen Super Anahist Plus Codeine, James R. Casteel, owner manager of the Durham Drug Company, Durham leads the state in amount of funds added to the Anahist Scholarship Fund.

Since we plan to publicize the name of the first pharmacy to reach the 20 dozen mark on sales of this product, keep us informed.

The Anahist Company is earmarking 50¢ to scholarship fund in the state for each dozen Super Anahist Plus Codeine sold and certified (pharmacist returns card) to the Company. Hear the state-wide report at the Convention.

"KC9469 Calling"

James W. Harrison
Chairman, Public Relations Committee

Moss Salley, Jr. of Salleys Drug Store, Asheville, pushes the "talk" switch on the microphone of his radio transmitter and says, "KC9469 calling. Come in, Jeep Two. State location." He releases the switch and listens. Seconds later from the speaker of the receiver element of the two-way radio come these words, superimposed upon the faint background resonance of sounds made by a moving vehicle, "Jeep Two. Arthur. Midland Drive and Merrimon; headed south." Moss replies, "Stop at Mrs. Talman's 106 Wembley Road. Pick up prescription." Arthur says, "Will do," hooks microphone to control board of the jeep's transmitter and picks up speed.

Thus a trip of five miles and much time are saved; time saved to be used for other services. Too, a customer is rendered plus and speedier service; good value in the form of better customer relations and other tangible and intangible assets are gained.

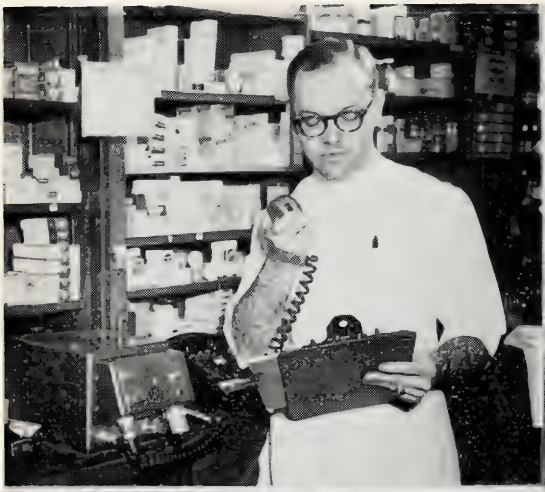
What impelled the Salleys, Moss Senior and Moss Junior, to install two-way radio communication between the pharmacy and the two delivery jeeps? So far as can be learned at this writing theirs is the only pharmacy in the country using the "low power industrial" two-way radio communication as part of the delivery system. A few have arrangements with telephone and/or transportation companies to route and reroute their deliveries, but we have heard of none to apply the fixed-mobile two-way system. A desire merely to be the first to use such a system could not have been the whole reason. Knowing the Salleys, one must believe the yardstick of their egos would not permit of measuring such catering as a motivating factor. More extroversive reasons come to mind.

They believed it would accomplish several highly desirable results. (1) Render a speedier and more comprehensive delivery service to their many customers; (2) achieve a more thorough and timelier delivery system; (3) save time and mileage, thus releasing that saved time for other important functions, and the gained mileage to be expended in enlarging the territory; (4) increase the number of customers; (5) increase the amount of sale embodied in each delivered package; (6) bring about a definite public relations value that can be, and is, measured by tangible results. Other reasons, all linked to the main reasons, readily present themselves to the average imagination. How well these results have been accomplished will be mentioned.

Delivery Costs

A mobile station combination of radio equipment runs into a not insignificant outlay of cash. One must decide whether this outlay is or will be justified not only as an added expense but also as an investment. While it is reasonable to tabulate the amount necessary for its servicing and upkeep in the category of delivery expense, it would also be reasonable to tabulate its initial cost in the category of assets such as fixtures, after its initial cost has been accounted for in delivery expense. If that plan is followed it would then be subject to the usual annual depreciation charge-off. We shall see how this attributing of all cost of the radio system applies to Salleys delivery costs. But first, for comparison, delivery costs before radio installation should be noted.

An analysis of the delivery record dated from one year to one week before radio installation reveals facts no less interesting than those shown after installation. To obtain as clear a picture as possible, the records for days of each kind of weather, busy, average or dull, were considered and median averages tabulated. Salleys observes a 12-hour day, six days a week. There are two delivery men; two jeeps, one from 9 to 11 o'clock, two from 11 to 6, one from 6 to 9, the drivers alternating. Each jeep runs 1000 miles a month, using one gallon of gasoline each 14.5 miles.



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RADIO CONTROLLED

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SALLEY'S DRUG STORE
RELIABLE PRESCRIPTIONS
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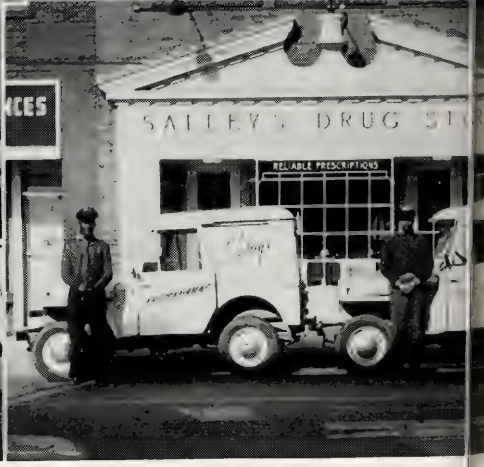
ICES
SALLEY'S DRUG ST
RELIABLE PRESCRIPTIONS

Using the initial cost of the jeeps, upkeep and running charges, salaries, cost of insurance (liability, collision) and breaking the entire amount to 26 working days monthly, delivery costs amount to $17.40 for each day. Both jeeps made 10.4 rounds, delivered 82 packages averaging a value of $2.52 each. Arithmetic shows a cost of 29.6 cents for each delivered package.

To arrive at a truer delivery cost per package, one must logically consider other factors. For example, a daily average of 6.2 walking trips of one or more stops each. These include deliveries to nearby office and store workers; doctors' offices to pick up prescriptions or to deliver supplies; carrying mailings to the Post Office, an average of 1.2 per day; trips to the wholesale suppliers, and others. These walking trips constitute approximately one-eighth of a delivery man's time and bring in about one-ninth of all the delivery revenue, which is not considered in arriving at the 29.6 cents per package delivery cost. Obviously these walking trips must be considered as part of the over-all delivery system. Therefore we arrive at a lower delivery cost per package. These packages have an average value of $2.47 and bring the delivery cost per package down to 25.9 cents, the percentage cost being 10.5%.

Delivery Cost After Radio Installation

In obtaining an average cost of delivered package after two-way radio was installed, a cross section of days, chosen after the manner of choosing before installation, was used. The date of first use of the radio was September 21, 1956. A number of days from then until mid-January were used in tabulating for an average.

The entire cost of the radio system being $1,382.52, there is an investment of $115.21 monthly to be added to delivery costs. That sum is considered in arriving at a cost per package figure but, since this initial cost will be liquidated, as pertains to delivery costs, in one year, it should not be considered after September 21, 1957. However, an $18.00 per month service and upkeep charge is also considered now. There should be no other expense since the equipment will last a lifetime without becoming obsolete, except for an infrequent $1.20 for a tube or minor element. The initial cost and upkeep charge also includes any charge to be made for change in location of equipment such as moving equipment from one jeep to another, or moving the fixed station.

Breaking the $115.21 plus $18.00 monthly service charge to 26 working days, we find an added daily delivery cost of $5.12 over the delivery costs before radio installation. Since radio installation the number of packages delivered has risen to 88, the number of delivery rounds to 11.3 and the revenue brought in by each package to $2.59. On the other hand, the cost per package delivery has mounted to 32.3 cents. The percentage cost has risen to 12.08%, an increase of only 1.58%. This increase is mitigated, if not elided, by the increase of 2.15% in package value. Certainly, this increase in number of packages delivered and increase in amount of each package may be preponderantly due to the installation of two-way radio communication equipment to the delivery system.

Advantages

The episode with which this article opens is illustrative of the advantage of time saving and the advantage of mileage saving. These savings may be channeled to other features of customer service. Many such instances of eliminating of duplicating jeep trips occur daily. Modifications of these episodes are enacted over and over again in a week's time. For instance: jeep number one

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Photograph Legend

Top (left)—Moss Salley, Jr. directing delivery jeep by two-way radio. GE Transmitter-Receiver shown on counter; FCC Station/Operator License above.

Top (right—Same as 1. Virginia Callahan, pharmacist.

Center (left)—Delivery man, Arthur Davis in communication with the pharmacy. Radio transmitter-receiver shown back of jeep seat, antenna at top left. Microphone attaches to dashboard when not in use.

Center (right)—Reporting in after picking up prescription.

Bottom (left)—Two delivery jeeps at curb in front of pharmacy.

Bottom (right)—Jeeps and drivers, Benny Jamison and Arthur Davis.

YOU NEED ALL THE SIZES TO GET ALL THE SALES!

No First-Aid Section is complete without all 5 sizes of UNGUENTINE® Antiseptic First-Aid Dressing

"I always buy the 15¢ size—one for the locker and one for the kids' First-Aid Kit."

"I buy the 45¢ size. I put one in the medicine cabinet and one in the car glove compartment."

"I buy the 75¢ size. I find it's just the right size for our family of four."

"I buy the 2-oz. size. Our family 'roughs it' a lot, and Unguentine is wonderful for cuts, scrapes, and bruises."

"In the factory dispensary we use the 1-lb. jar. Unguentine helps heal so many minor skin injuries we use a lot of it."

THE NORWICH PHARMACAL COMPANY, Norwich, New York

loaded with packages calculated to require 70 minutes delivery time left the pharmacy at 10:05 one morning. In the delivery were packages for patients at one of the local health and convalescent cottages which were scheduled for delivery last before return to the pharmacy. Hardly had the delivery left when a nurse at the cottage called in with some concern that she had forgotten to mention she needed some of her order for 10:30 medication and "what can be done toward extricating her from a, no slight, predicament.

Before radio installation this would have posed a more difficult problem. Not so, now. Moss, Sr. happened to get this call and in his calming, soothing manner (if he was doctor instead of pharmacist this would be termed "bedside manner") he assured the nurse she really had no problem—that his delivery jeeps had radio and he would get the medicine to her in plenty of time. Leaving Moss Jr. to explain to the mystified nurse the wonders of two-way radio communication as adapted to their delivery service, Moss Sr. picks up the microphone, communicates with jeep number one, reroutes him to the cottage with the result that the patients could have had their 10:30 medication at 10:26. The rerouting, in this instance, cost only an extra 300 yards distance and negliglible loss of time.

That is the kind of service nurses talk about to their sisters in the snack bars and cafeterias. It is a legend for a time, then it is accepted as commonplace, yet it accrues to a cumulative effect toward an enviable relationship between two segments of the health profession. Instances like these with somewhat different facets are occuring more and more frequently as time goes on. Imagine, if you will, the lady on Wembley Road who had just replaced her phone in its cradle when in answer to her request to pick up a prescription the messenger rang her doorbell. Had it happened to her mother before her, fears of the supernatural might have pervaded, the lady may have swooned and there could have been need for the doctor—and perhaps another prescription. But happily, the modern housewife takes time's progress in her stride, ever accepting as her due, its benefits. Still, the episode is pliant subject for conversation pieces at PTA meetings, sewing circles, at the luncheon tables and chit-chat material at bridge games. Which all adds up to the best of all advertising, tipping the needle on the glamour gauge.

Results Being Achieved

Most of the desired results hoped for and believed possible when two-way communication was installed are being achieved. There are indications these hoped for results will be even more fruitful than expected. The initial outlay for equipment was by no means a "bread cast upon the waters" gamble. Indications are ripe that the investment will be realized sooner than the time span set for it.

Already, old customers have shown their pleasure in the added service and lesser time lapse from call to delivery; new customers have been gained; the amount per package revenue has increased; a more systematic time schedule for deliveries has been made possible and time reqiured for delivery is more easily controlled. The entire Salley personnel have been imbued with a certain *esprit de corps* that, while not lacking before is now more discernible.

Of course, the Salleys have no intention of giving two-way radio communication all the credit. Just as it has released saved time for other functions, so it has been the leaven of the loaf. It has made the erstwhile bugaboo delivery into a challenge and just so long as the challenge is accepted and met will the bugaboo be mastered and made into an arm of service that will continue to grow into all the benefits and profits that service may be expected to yield.

Technical Aspects of Fixed/Mobile Units

To eliminate the necessity of repetitious detail in describing these radio units, a glossary is appended.

The master station is a GE transmitter-receiver combination with frequency range of 25 to 50 mc, the frequency being fixed. In the transmitter the RF power input to the final amplifier is 3 watts, the maximum permitted by FCC for this type of industrial application. The efficiency of the several components give in excess of one watt output, sufficient to get field strength radiation

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

in the territory covered by delivery. It uses phase modulation. It has internal plug-in power supply and operates from 117 volts. Voltage irregularities are taken care of by a plus or minus 10% at 117 volts. Power may be changed from a.c. to d.c. by means of a converter, if desired. The control unit is front-mounted and has built-in speaker. There is also provision for a front-mounted antenna, but for greater coverage the antenna is mounted on the building. The microphone is military type with push-to-talk release-to-listen switch. The receiver has an audio output of 1.5 watts with less than 10% distortion with a maximum output of 2 watts. It has remarkable stability as has the transmitter.

The two mobile units, one for each jeep, are complements of the fixed station. Their control units are directly accessible to the driver-operator, the microphone hooked on the dashboard. The transceiver unit is stabilized in the left rear bed of the jeep, the antenna projecting from the top of the left rear of the jeep. The power supply is 6.6 volts, furnished by battery. 12-volt or 13.2 volt battery may be used with only minor changes. Power input requirements are 8 amp. at 6.6 volts d.c. Voltage variations are balanced plus or minus 10%.

All technical data for this equipment is on file with, and acceptable for licensing by FCC.

Requirements for Licensure

One must meet certain requirements to be licensed by FCC to use low power industrial radio. Time is saved and official "red tape" is more easily severed by the radio engineer or dealer from whom the equipment is purchased.

The applicant must satisfy the FCC he is part of an industry or profession that does and will "serve the public interest, convenience and necessity to the fullest extent of privileges." The applicant is then investigated as to the need for such a service, his citizenship, character and reputation in the community.

If and when his application is granted he is issued a license in his name covering his stations, fixed and mobile, and designating the area in which the service is to be used. His frequency is assigned to him in either the 25-50 mc. or the 152-174 mc. bands. He is also assigned a call, made up of letters and figures. International agreements have assigned to continental United States the prefixes, K, W, KA, KB, KC and other K and W prefixes.

Often more than one station is assigned the same frequency. Since the radio spectra are so crowded, so overcrowded, this condition will probably not be ameliorated in the near future. The license for this equipment, these stations, reads in part: "... subject to use, right or control by the United States Government."

The FCC Basic Laws and Regulations govern this phase of radio communication as they do other types of transmission such as broadcast station, radio amateur, transocean radiotelephone, radiotelegraph, to mention a few. Since January 1 this year a new Regulation has been adopted. It reads in part: "... all radio station licensees in the Continental United States must arrange to receive the Conelrad Radio Alert."

Salleys received the "low power industrial" license September 18, 1956; it is in effect for four years and may be renewed when application for renewal is made within three months of expiration. The assigned frequency is 42.98 mc. and the call is KC-9469.

A log is kept showing sign-on sign-off times, records of transmissions and the name of operator. Keeping a log is a Regulation. A Basic Law is one such as that Law requiring a license to operate. Violations of Basic Laws are subject to penalties much more severe than those imposed for violations of Regulations. A violation of a Basic Law may carry a penalty of a fine of $1,000 or a year imprisonment or both, whereas a violation of a Regulation might evoke no more than a "pink slip" or citation of censure, which would most likely be cause for refusal of license renewal, or if violations continue, might result on revocation of license.

Salleys has met the requirements of the Conelrad Monitoring Regulation by monitoring the local Civil Defense Radio Unit. If or when he should get a Conelrad Alert he would simply get in touch with his mobile units and say: "Conelrad Alert ordered for

. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal. Could you cut me in?

"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

sells your store . . .

Sealtest TRADE MARK **ICE CREAM**

Asheville area. Maintain Radio Silence." Then the fixed and mobile stations of KC94-69 would suspend operations until permission is granted to resume.

Conclusion

As you know, Asheville is situated on a plateau with numerous hills, streets and avenues of up and down undulations. Level stretches give way to hills and dales; surrounding are valleys and the highest mountain peaks in Eastern America. Some metallic deposits in the earth, coupled with the fact that some outlying roads wend through hills giving the effect of moving through a tunnel, make for so called dead spots in radio reception. These are of not too great a handicap since one may soon get into an area of clear radio reception. But for this reason most radio engineers are somewhat reluctant to assert without qualification that any equipment will always give field strength coverage. Nevertheless, the equipment described gives ample coverage even with its low power output. In the event of necessity, should Salleys extend beyond the limitations of his equipment, there is always the possibility of having an agreement with another station, such as an auto wrecker service or trucking firm, there are a few in Asheville who have two-way radio, to relay messages. So far, no such necessity has arisen and it is unlikely it shall.

These contingencies would not be present in the flat, level sections to the east. In most towns so located the mobile units would hardly go beyond line of sight, consequently greater and stronger coverage with like equipment is probable.

Now that Salley's has pioneered, so to speak, the use of two-way radio communication with the delivery system, it will not be surprising to expect other pharmacies to take it on as part of their operations.

Despite its length, this article does not present every single feature of this system. Since new features and aspects are being experienced from day to day, only the salient aspects have been experienced from September to mid-January have been recounted.

Either or both of the Salleys will be glad to furnish their fellow pharmacists with additional information at any time.

Glossary

a.c. Alternating current

d.c. Direct current

cycle: Path of current or voltage—zero to peak to zero to peak in opposite direction to zero

freq.: Frequency, number of times current of electricity goes through a cycle per second

R.F.: Radio frequency

mc.: Megacycle(s); 1 million cycles; 1 thousand kilocycles

fixed: In its own place or condition

power input: Power consumed in plate circuit of vacuum tube; the product of d.c. plate voltage and current

power output: In this case, the net amount of power derived after tube and circuit losses are dissipated from power input

FA: Final amplifier—the element amplifying RF sound and delivering to antenna

watt: Unit of electric power; 1/746 of one horsepower

amp.: Ampere, unit of electric current. Example: current passing through a silver nitrate solution one ampere of which will deposit silver at the rate of 0.001118 Gm. per second

volt: Unit of electromotive force

FSR: Field strength radiation; strength of radiation of radio waves over a given field, area or space

phase modulation: Sound modulated on a carrier wave at the time-instant when the relative value of sound wave is reached

power supply: Source of electric current

converter: Device for converting a.c. power to d.c. power

audio output: Amount of audible sound disseminated

distortion: Change of shape of wave form

stability: Condition of adhering to frequency, or ability to maintain constant output

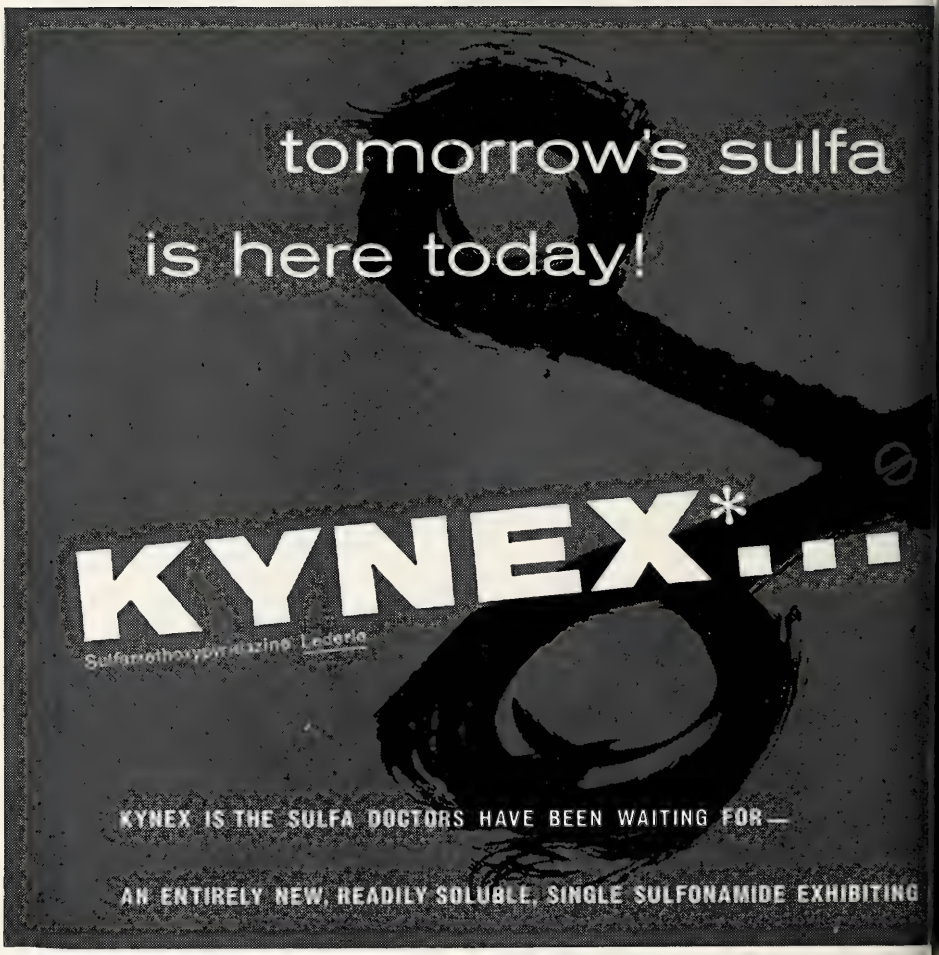
transceiver: Transmitter and receiver in same housing

voltage variation: Interruption in flow of electromotive force

Monitoring: Checking the wave frequency of a broadcasting station

log: Diary

FCC: Federal Communications Commission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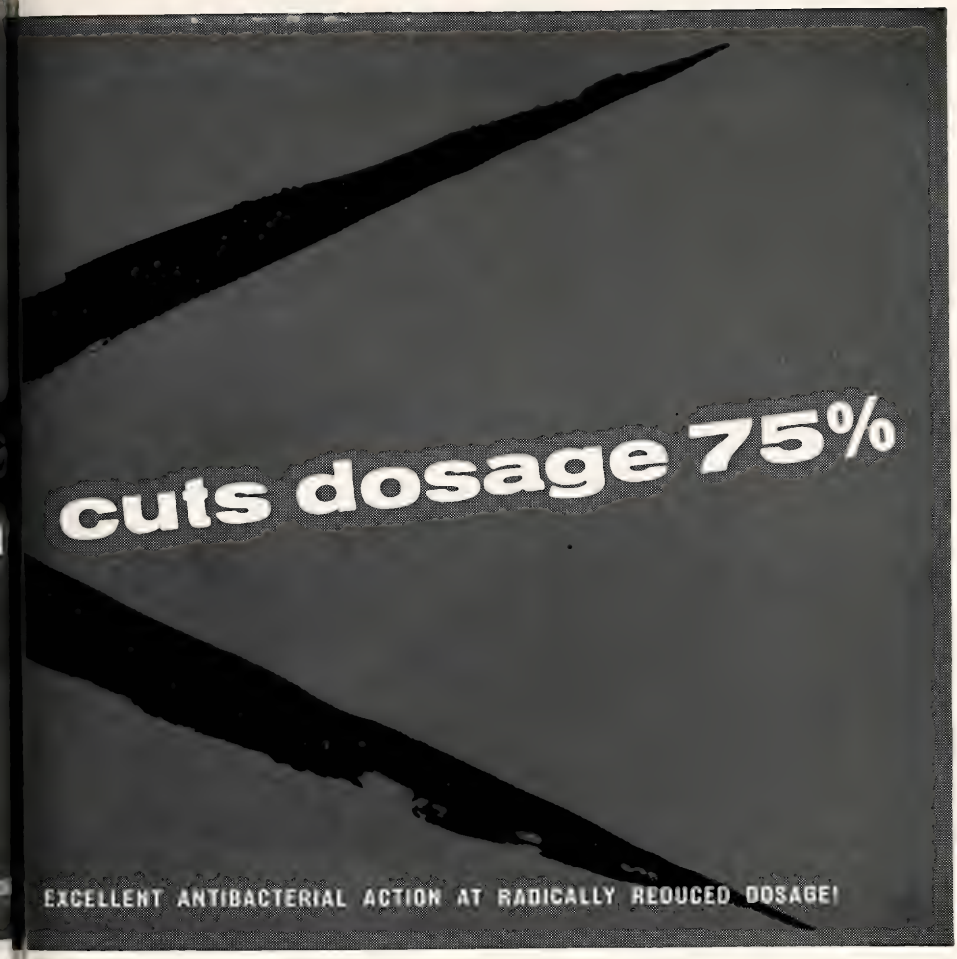
- **HIGH SOLUBILITY—**
  prompt absorption, high diffusion and penetration.
- **PROLONGED ACTION—**
  therapeutic blood levels within the hour, blood concentration peaks for more than 24 hours.
- **EFFECTIVENESS—**
  particularly efficient in resistant urinary tract infections.
- **OPTIMAL CONVENIENCE AND ACCEPTANCE TO PATIENTS—**
  only 2 tablets per day.



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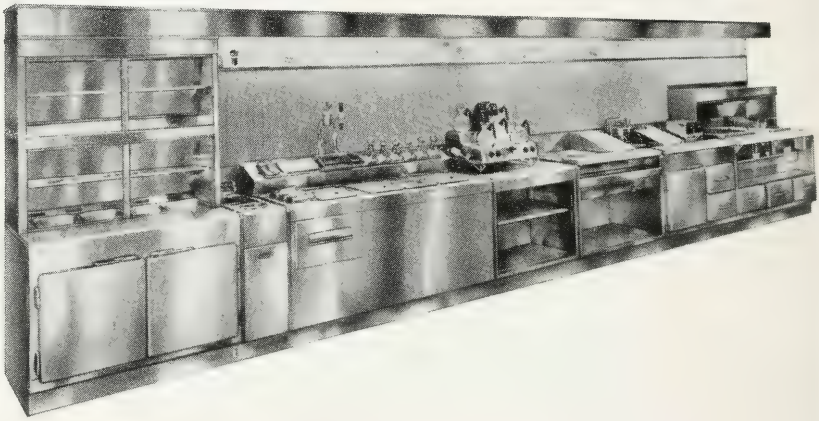

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UNC's Economy Package

There are sound and urgent reasons for the 1957 General Assembly to approve the top priority economy-package proposal for the School of Pharmacy and the School of Journalism on the Chapel Hill campus of the University of North Carolina.

North Carolina has a shortage of pharmacists. Although this state has 2.68 per cent of the U.S. population, it has but 1.08 per cent of its pharmacists and only 0.98 per cent of its pharmacy students.

The state ranks 47th in ratio of pharmacists to population. Working currently in North Carolina are 1,308 pharmacists and at the moment 424 more are needed. In the past decade, 785 have been licensed in this state, but only 400 were educated here.

The importance of pharmacists in the health picture of North Carolina is obvious. What needs stressing now is that a new pharmacy building at Chapel Hill would permit an increase in enrollment from 218 to 473 students. Even with that, it would take years to reach normal pharmaceutical manpower in North Carolina.

These figures explain the urgency of the University's request for a new pharmacy building. The sum of $1,575,000 had been requested, but the Advisory Budget Commission reduced it to $1,150,000.

The School of Journalism figures in the package proposal for it is anxious to move from its inadequate quarters in Bynum Hall, originally a gymnasium. It is so desirous of larger space and better equipment that it is willing to use remodeled rather than new facilities. Howell Hall, now occupied by the School of Pharmacy, would be remodeled into quarters for the School of Journalism. The University's request for $222,000 for the latter project was left intact by the Advisory Budget Commission.

The School of Journalism's best talking point for this appropriation is the per student cost of $3,265 to provide adequate quarters and up-to-date equipment. This compares with per student cost at other institutions ranging from $10,000 at South Dakota State College to $3,500 at the State University of Iowa.

It thus appears that the building and equipment needs of two important professional schools on he Chapel Hill campus can be met by an appropriation of $1,372,000, little, if any, larger than that normally needed for erecting and equipping one building.

—Editorial, *The Asheville Citizen.*

Charles R. Stine has been transferred to Eckerd's 128 North Tryon Store in Charlotte. A native of Newton, Mr. Stine is a graduate in pharmacy of the University of South Carolina School of Pharmacy.

* * *

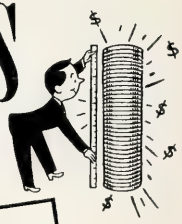
Ralph E. Carter returns to Southeastern North Carolina as pharmacist with the Durham Drug Company, Burgaw. After several years in Wilmington with the Lane stores, Ralph explored the hospital pharmacy field in Winston-Salem, finally deciding to return to retail pharmacy.

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS

or

100 TABLETS

...a better value for your customer!

Random Comments

By W. J. Smith

Quite a hassle underway in Durham as to the desirability of dropping fluoride into the municipal water supply. One suggestion, which is not likely to be accepted, is that equal parts of Serutan, Geritol, Miltown and Four Roses be used instead of fluoride, the end result being: Who cares about teeth?

* * *

It is estimated the "common cold" affects 25 percent of all U. S. working adults in January and February alone. Colds and other respiratory infections cause more than 50 percent of all industrial absenteeism, costing an estimated five billion dollars a year.

* * *

MD's are getting disturbed over "medical graduates of *Reader's Digest, Life* and other magazines." Said one MD to a patient: "Now Mrs. Belladonna, let us understand one another. You didn't graduate from medical college; you didn't do postgraduate work in Europe; you haven't practiced for twenty years. On the other hand, I haven't read that article in *Life* magazine."

* * *

Texans aren't the only ones who think their own bit of country is perfect. Friend tells us about a Tar Heel who died, went to heaven and was shocked to see a lot of folks chained to a wall. He wanted to know what was going on.

St. Peter reassured him and said he had nothing to fear. "Everybody likes it here except them. They are from Buncombe County and want to go home."

* * *

Visitors from Wisconsin says hard work is an accumulation of easy things you didn't do when you should have.

From the magazine "Banking" we lift this gem: "What you don't know won't hurt you, but it may make you act pretty stupid."

* * *

Keever Jester says architects cover their mistakes with ivy, doctors with sod, and brides with mayonnaise.

* * *

Burton Hillis: "There are two books which should be in every home and be read by every member of the family—the Bible, which tells of the miracles of God, and the seed catalogue which proves it."

* * *

End of a myth: the little red schoolhouse of bygone days was rarely painted red. Most were unpainted. If they had a covering coat, it was generally white.

* * *

Boy friend: "I'm not saying she's a bad cook, but I know now why her family prays before every meal."

* * *

We failed to find what we were looking for in a seed catalogue, but this pearl dropped from its pages: "Some girls are unmarried for the same reason some drivers run out of gas. They pass too many filling stations looking for their favorite brand."

* * *

A top corn grower predicts you won't cultivate corn in another five years. He reported a yield of 142 bushels per acre on one field by using chemicals to kill the weeds—no cultivation at all.

* * *

Progress: While polio attacked more than 15,000 persons in the United States in 1956, this was a 47 per cent decrease from 1955.

* * *

A call to Lederle Laboratories once ordered anticholera vaccine to inoculate 300,000 pilgrims en route to Mecca. And we just learned recently that Dr. Edward Robinson Squibb, founder of E. R. Squibb & Sons, burned his eyelids in an explosion of the firm's first product—ether.

Each time you buy Super Anahist Plus Codeine, you contribute to this fund in your state.

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"Fellow Pharmacists: I recommend Super Anahist plus Codeine for severe colds because it is a formula I have confidence in. Also, because of my active and personal interest in the Anahist Pharmacy Scholarship Fund. And I like the 50% profit on a $1.59 sale."
SUPER ANAHIST
Plus Codeine

1. **50% Profit** when you purchase only one dozen
2. Can only be sold in drug stores
3. 50¢ on each dozen purchased is contributed ***In Your Name*** to the Anahist Scholarship Fund for your state

Ask your Drug Wholesaler for details

Bren Bonner, Granite Falls, is now making his home in Florida with his sister. Mail addressed to him c/o G. A. Fuller, 8555 Heron Lagoon Circle, Sarasota, Florida will be received without delay.

* * *

Recent visitors to Florida include Mr. and Mrs. W. T. Andrews of Charlotte (at Leesburg, Florida until late April) and Mr. and Mrs. G. E. Andes of Wadesboro. On the return trip from Anna Maria Island, the Andes visited in Bradenton with V. L. Smith, formerly inspector for the State Board of Pharmacy.

* * *

John Wayne Polk, employed at Black's Drug Store No. 2 in Kannapolis, entered the service of Uncle Sam on March 27. His permanent address, while in service, will be Route 2, Marshville.

* * *

Stephen C. Morris has been doing relief work for a number of pharmacists. In late February and early March he helped A. S. Parrish at the Newton Grove Drug Company; from March 3 to 16 he was in Pilot Mountain at Smith's Drug Store, and from March 18 to 23 in Dunn at Thomas' Walgreen Drug Store.

* * *

Mrs. Wade A. Gilliam of Winston-Salem is recovering from a broken hip. The accident occurred in late March. Mrs. Gilliam slipped on a small rug, causing her to fall to the floor.

T. D. Williams, formerly of Fox & Lyon Drug Store, Wadesboro, is now making his home in McColl, South Carolina, where he is associated with the Moore Drug Company.

* * *

Mr. and Mrs. W. F. Holland have returned to Mount Holly following a vacation tour to New Orleans. The Hollands left North Carolina on March 15.

* * *

Bruce Williams of High Point has accepted a position in Nashville with the Nashville Drug Company. He succeeds Arthur Johnson, who has purchased part-interest in a Winston-Salem drug store.

* * *

Miss Christine Tunstall, relief pharmacist with Brown's Drug Store, Goldsboro, for the past month, returns to Havelock as pharmacist with Bob Clark's Pharmacy (formerly Cherry Point Pharmacy).

* * *

Ralph Teague and W. B. Harris have switched working places in High Point—Mr. Harris takes over management of the Ring-Harris Pharmacy while Ralph replaces Mr. Harris at the Harris Drug Store, 1231 Montlieu Avenue.

* * *

George M. Morefield has accepted a position with the Fox & Lyon Drug Store, Wadesboro. He and his family have made their home in Asheboro for the past four years.

* * *

Charles Beddingfield, Jr. has been installed as president of the Clayton Merchant's Association. He succeeds another pharmacist: Doug Bain, Jr.

* * *

An employee of the Whitley-Bain Drug Company, D. C. Poole, has been named "employee of the year" by the Clayton Merchant's Association.

* * *

Jack Herbert Hickman, licensed as a pharmacist through reciprocity from South Carolina, has been added to the professional staff of Shigley's Drug Store, Asheville (Biltmore store).

Convention Executives

These Charlotte leaders have been busy for the past 90 days planning for your convention stay in Charlotte; they invite you to what is confidently believed to be one of the most entertaining and constructive pharmaceutical conventions to be held in the Queen City.

A. Kirk Hardee, the NCPA Local Secretary, has more than sixty Charlotte members of the Association assigned to specific duties so that your stay will be a pleasant one. A graduate of the UNC School of Pharmacy, Mr. Hardee operates one of Charlotte's more successful suburban pharmacies —Hardee's Pharmacy.

The Woman's Auxiliary parties, luncheons and entertainment events are under the supervision of Mrs. Floyd Potter, State Chairman, assisted by Mrs. J. H. Morris, Jr., Local Chairman.

Reuben C. Russell, an executive of Burwell & Dunn, as TMA Entertainment Chairman, has arranged an exceptionally fine show and dance for the final night of the convention. Top TV acts will appear.

A. KIRK HARDEE

WILL MEET YOU IN

MRS. FLOYD POTTER

RUEBEN C. RUSSELL

JESSE W. TYSON

The Presiding Officers

NCPA President Jesse W. Tyson of Greensboro will preside over four NCPA business sessions as well as the joint session on Sunday night.

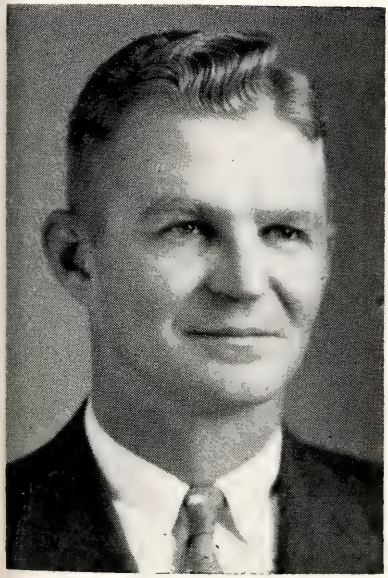
Congressman Carl T. Durham heads a notable list of outstanding pharmacy leaders who will discuss professional and commercial subjects of interest to the membership. Speakers and topics appear elsewhere in this issue of THE JOURNAL.

The annual business session of The Traveling Men's Auxiliary will be held Tuesday, May 7, beginning at noon. Stephen T. Forrest, president of the TMA, will preside. The Travelers, with a membership of 325, is one of the largest organizations of its type in this country.

More than 300 members of The Woman's Auxiliary are expected to attend the convention. Their president, Mrs. P. W. Kendall, will preside during the Tuesday morning annual business session, at which time the state reports will be supplemented by reports from the locals.

The Auxiliary hopes to set an all-time membership record by topping its present enrollment of 525 members.

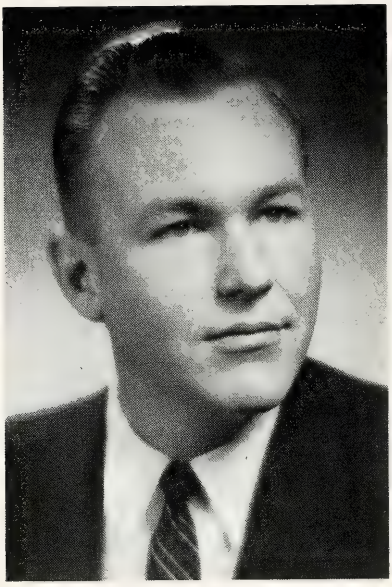
CHARLOTTE, MAY 5-6-7



STEPHEN T. FORREST

MRS. P. W. KENDALL

Some of the Convention Headliners

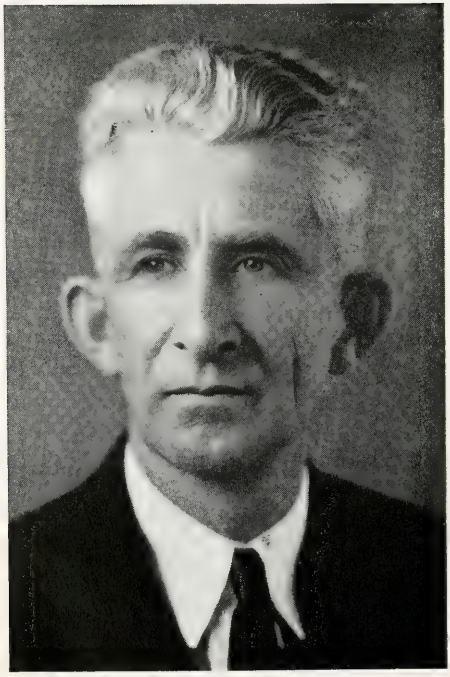


ROY BURTON

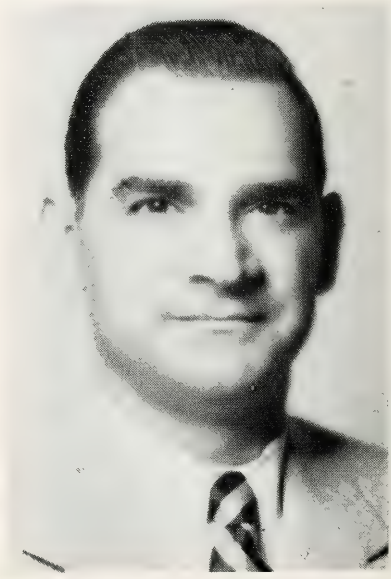
Roy Burton is retail sales field manager, prescription ware division, Owens-Illinois; a graduate of the University of Michigan, he spent five years as O-I representative in Baltimore and Washington; prior to present position served as Central District Manager for Rx Ware Division for Company. His presentation—"Showmanship in Pharmacy—The Key to Better Public Relations"—may be heard Tuesday morning, May 7.

Congressman Durham (no stranger to North Carolinians) will give you a glimpse into the future, when he discusses the peaceful uses to which atomic energy will be devoted. Now head of one of the most powerful national committees (atomic energy) in this country, Congressman Durham's message will be of vital significance as we go further into the age of the atom. You can hear him Monday morning, May 6.

Frank Errigo is district manager for Parke, Davis & Company, with headquarters in Charlotte. He and Gilbert Hartis will present "The Crusade for Pharmacy" at the Tuesday, May 7, NCPA business session.



CONGRESSMAN CARL T. DURHAM



FRANK ERRIGO

Convention Program

of the

Seventy-seventh Annual Meeting

of the

North Carolina Pharmaceutical Association

Hotel Charlotte
Charlotte

SUNDAY, MAY 5

2:00 P.M.—Registration

2:00 P.M.—Pharmacy Movies, Ballroom. Supervised by Dr. F. C. Hammerness

6:00 P.M.—50 Plus Dinner. NCPA-member pharmacists who have been licensed 50 years or more

First Session

8:00 P.M.—Joint Session, Ballroom
Call to Order:

J. W. Tyson, President, NCPA

Mrs. P. W. Kendall, President, Woman's Auxiliary

Stephen T. Forrest, President, TMA
Invocation

Welcome—

Response to Welcome—Sam W. McFalls, Greensboro

Presentation of Awards

Induction of Academy of Pharmacy members: W. L. West and W. B. Gurley

Address by B. S. Griffith, vice-president and general manager, The Charlotte News

9:00 P.M.—Presidents' Reception, Chelsa Room

Sponsored by Lance, Inc.

MONDAY, MAY 6

8:00 A.M.—NCPA Past Presidents' Breakfast. Sponsored by Justice Drug Company. Awarding of "Hall of Fame in Pharmacy" certificate

9:00 A.M.—Golf Tournament, Myers Park Country Club. Sponsored by the B. C. Remedy Company

11:30 A.M.—Woman's Auxiliary Brunch followed by Bridge Party. Ballroom. Sponsored by Pet Dairy Products Company

Second NCPA Session—Chelsa Room

10:00 A.M.—Call to Order—President Tyson

Rite of the Roses—W. S. Wolfe

President's Annual Report—J. W. Tyson

"Peaceful Uses of Atomic Energy"—Congressman Carl T. Durham

"Progress Report—The Anahist Scholarship Fund," Al Betts, Field Sales manager, Anahist Company

"The Research Triangle and Its Significance to Pharmacy"—Dr. George L. Simpson, Jr., Director, The Research Triangle Committee

12:30 P.M.—Luncheon for Academy of Pharmacy members

3:00 P.M.—Woman's Auxiliary Dessert; Prize Drawing. Ballroom

Third NCPA Session—Chelsa Room

2:00 P.M.—Call to Order—President Tyson

Reports:

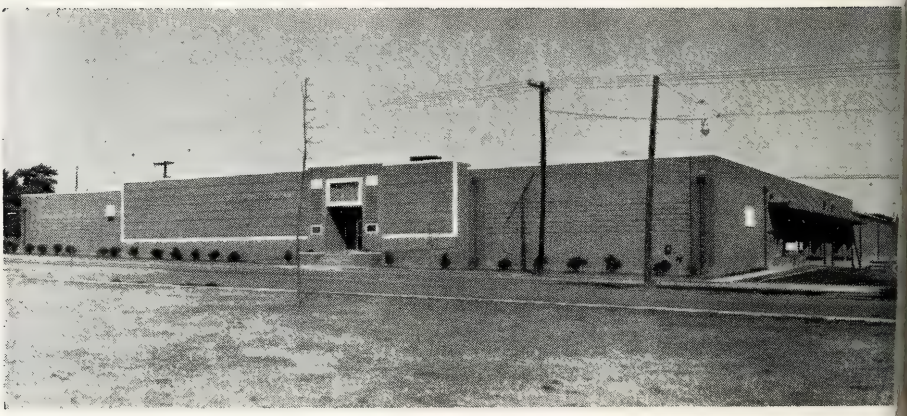
Board of Pharmacy—H. C. McAllister

Dental Formulary—Ben F. Cooper

Legislative—W. L. West

Service Wholesalers Since 1891

The House of Friendly Service



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Scott Drug Company

MD-Owned Pharmacies—E. R. Fuller

Fair Trade—H. E. Lovett

Trade Interest—James R. Casteel

"Your Fountain — Ambassador or Saboteur," George L. Smith, vice president, sales and advertising, Southern Dairies

"Opportunities Up Front"—James W. Harrison, Director, Professional Service Department, Dr. T. C. Smith Company

8:00 P.M.—Floor Show and Dance, David Ovens Auditorium. Sponsored by Burwell & Dunn Company and Scott Drug Company. Dean Hudson's Orchestra

TUESDAY, MAY 7

8:00 A.M.—Woman's Auxiliary Past Presidents' Breakfast

9:00 A.M.—TMA Past Presidents' Breakfast

0:00 A.M.—Woman's Auxiliary Business Session, Ballroom

:00 Noon—TMA Annual Business Session, Ballroom

Fourth NCPA Session—Chelsa Room

:00 A.M.—Call to Order—President Tyson

Reports:

NCPA Secretary-Treasurer—W. J Smith

NCPA Endowment—T. J. Ham, Jr

Membership—W. S. Wolfe

UNC Pharmacy School—Dean E. A. Brecht

Research Foundation—Roger A. McDuffie

Extension Division—F. C. Hammerness

"The Crusade for Pharmacy"—Frank Errigo and G. C. Hartis of Parke, Davis & Company

"Showmanship in Pharmacy—The Key to Better Public Relations"—Roy Burton, field manager, retail sales, Owens-Illinois

1:00 P.M.—Woman's Auxiliary Luncheon, Radio Center. Sponsored by Southern Dairies

Fashion Show. Sponsored by Mellon's

Final NCPA Session—Chelsa Room

2:00 P.M.—Call to Order—President Tyson

Report of the Papers & Queries Committee survey on "drug store hours" —W. Dorsey Welch, Jr.

Greetings from The Woman's Auxiliary —Mrs. Kendall

Greeting from the TMA—Stephen T. Forrest

Brain-Storming Session

Reports:

Committee on President's Address

Resolutions—J. C. Jackson

Time and Place

Nominating

Officer Installation

Final Adjournment

6:00 P.M.—Phi Delta Chi Dinner—Hotel Charlotte

6:30 P.M.—Kappa Psi Dinner — Hotel Charlotte

8:30 P.M.—TMA Floor Show, Radio Center. Sponsored by The Traveling Men's Auxiliary

9:45 P.M.—TMA Dance, Radio Center. Dean Hudson's Orchestra

WELCOME

to the

★ N. C. Pharmaceutical Association

★ The Woman's Auxilary of the NCPA

★ The Traveling Men's Auxiliary of the NCPA

We look forward with pleasure to meeting our old friends . . . and making new frends . . . in Charlotte on May 5, 6, 7.

May your 1957 Convention
Be a Happy and Profitable One!

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Wholesale Druggists

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R. H. Brownie, Norfolk, Va.

Program

SUNDAY, MAY 5

2:00 P.M.—Registration
8:00 P.M.—Joint Session with NCPA and Woman's Auxiliary.
9:00 P.M.—Presidents' Reception.

MONDAY, MAY 6

9:00 A.M.—Golf Tournament, Myers Park Golf Course. Walter Scott, Jr. and Woodie Morton in charge of tournament. Sponsored by BC Remedy Company.
3:00 P.M.—Floor Show, David Ovens Auditorium. Sponsored by Burwell & Dunn Company and Scott Drug Company.
9:30 P.M.—Dance, Dean Hudson's Orchestra.

TUESDAY, MAY 7

7:00 A.M.—TMA Past Presidents' Breakfast.
12 Noon—Annual Business Session (Ballroom).
3:30 P.M.—Floor Show, Radio Center. Sponsored by Traveling Men's Auxiliary.
9:45 P.M.—TMA Dance, Dean Hudson's Orchestra.

Entertainment Rooms Closed During Business Sessions of the NCPA, TMA and Woman's Auxiliary.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years insures our ability to serve you satisfactorily

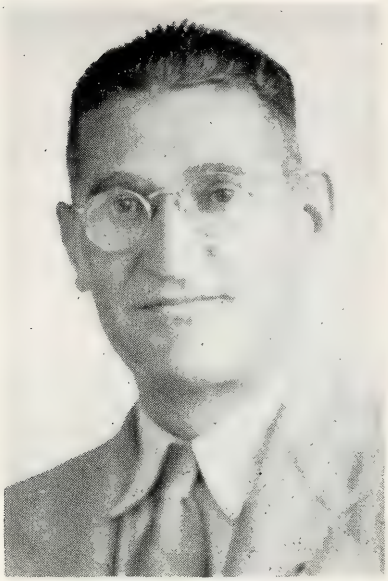
Do you have an adequate stock of

for Summer selling?

Never before in our 77-year history have sales expanded so fast on any of our products. Every month Soltice sets new selling records. And that demand will continue to grow this Summer with people asking for Soltice to relieve the pain of sore muscles, minor sprains and bruises, aching feet, non-poisonous insect bites and the misery of summer colds.

Do you have an adequate stock of Soltice for Summer Selling? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE COMPANY
Chattanooga 9, Tennessee



JAMES W. HARRISON

Opportunities Up Front

Monday afternoon, May 6, James W. Harrison, Director of T. C. Smith's Professional Service Department, will present an illustrated program, "Opportunities Up Front."

During the presentation you will receive pointers on how to increase store traffic, how to attract more customers to profitable departments and increase the unit sale, suggestion selling, trading up and similar aids in sales promotion.

Mr. Harrison has presented this program successfully in a number of Western North Carolina areas. Now by means of the annual meeting, he expands the good work on a statewide basis.

We urge you to attend this program designed especially to aid you in taking full advantage of your opportunities up front.

CONVENTION Headquarters
BOY!- THEY HAVEN'T FORGOTTEN A THING THIS YEAR. TAKE A LOOK AT THE PROGRAM OF EVENTS!
YESSIR!-AND THE FOOD MENU LOOKS JUST EXCITING!
M-M-M LOOKS LIKE EVERYBODY'S HERE. THERE'S ED, BILL, 'N' PETE
HEY FELLAS, IT'S TIME FOR THAT SPECIAL DEMONSTRA...
PROGRAM
CONVENTION DAYS ARE HERE AGAIN" - We'll be seeing you

A FUND-RAISING PROJECT OF THE WOMAN'S AUXILIARY

Vin this $500 hand-made wool rug which Mrs. W. J. Smith and Mrs. Thomas J. Ham, Jr. xamine, by purchasing a Scripto Pen from Mrs. R. L. White at the Convention.

s. Homer Starling with portable TV set, donated by The W. H. King Drug Company, to given away at the Convention. Details from Mrs. R. L. White at the Auxiliary table the lobby of the Hotel Charlotte.

This is the front of George McLean's New Hospital Pharmacy in Clinton. Prescriptio volume is exceptionally good, says George.

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

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Reavita Capsules $34.80 Doz. 100s
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Your cooperation in stocking Reaco Products is appreciated

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WEST DURHAM, NORTH CAROLINA

Cover Page

A special salute to the B. C. Remedy Company was the theme of the annual Chamber of Commerce Dinner in Durham (N. C.) on Friday, March 1, 1957, at which the Governor of North Carolina, the Hon. Luther H. Hodges, was the principal speaker.

Hundreds of Durham citizens crowded into the City Armory to hear the Tarheel Governor pay tribute to one of Durham's oldest and largest locally owned industries as "an example of free enterprise working in North Carolina."

Honored guest for the affair was the founder and president of the "BC" Company, C. T. Council.

Rev. J. Warren Carr, pastor of the Watts Street Baptist Church of Durham, of which C. T. Council is a member, traced the growth of the company with special emphasis on the effect it has had upon the economy and welfare of the community.

Paying special tribute to the firm's public spiritedness, the pastor in a humorous vein exclaimed, "Why this fine company will give you a free cigar at the drop of a hat, a free steak if you look hungry, and an orchid for your wife. In fact, about the only thing they won't give you is a headache tablet or powder. Those they sell."

That "BC" is America's fastest-selling headache powder and the popularity of "BC" tablets is increasing every day was emphasized by the huge backdrop behind the speaker's table.

Superimposed on a black curtain was a silhouette of the map of the United States in which was centered a giant replica of the familiar dark blue and white "BC" emblem. Emblazoned across the lower part of the map emphasizing the present size and nationwide coverage of "BC" were the words, "89 MILLION PACKAGES A YEAR."

Hard work and determination built the B. C. Remedy Company into the sound, independent enterprise it is today. In 1910 "BC" existed only an an effective combination of ingredients compounded by two pharmacists, C. T. Council and Germain Bernard, who operated a drug store in the heart of Durham. As repeated calls for the preparation continued to increase, the name "BC," taken from the initials of the two druggists, was given to the formula.

But not until 1917 had "BC" realized enough success to take to the road. Town by town, store by store, people became acquainted with "BC." Advertising was done on a limited scale.

By 1920 demand for "BC" made it necessary to open a fulltime compounding operation on the second floor of the local drug store. Use of "BC" continued to increase until in 1928, it was necessary to face the big decision. "Would 'BC' continue to be a comfortable sideline or should the operation be expanded." The answer was the construction of a modern plant and office building near the center of Durham.

Six times since 1928 the company has found it necessary to expand their plant and facilities, the most recent addition having been recently completed.

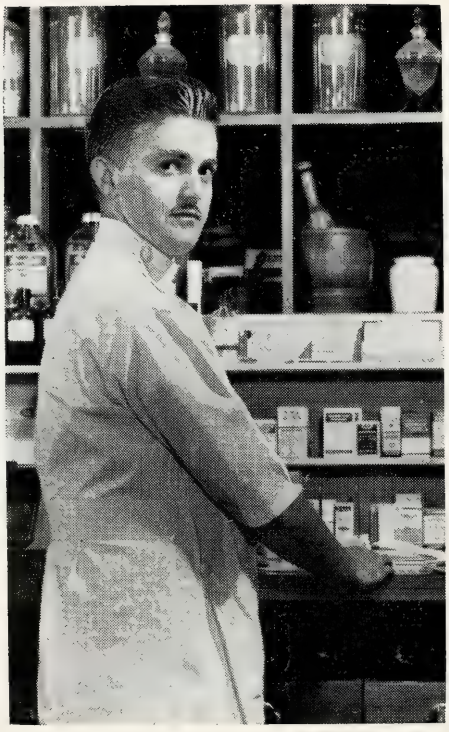
The present-day operation of "BC" employs approximately 250 people with fulltime sales representatives throughout the 48 states.

℞ BOXES AND LABELS

E. N. ROWELL CO. INC.
BATAVIA, N. Y.

Representative
M. C. GRIER
1110 Ann Street
Monroe, North Carolina
Telephone 1353-L

Joe Anderson (center), New Bern Pharmacist, presents watches to Dr. Junius Davis, who wrote store's 500,000th Rx, and Mrs. Earl Lewis, who brought in the prescription for compounding



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Americans are becoming increasingly aware of the vital role you play in better community health.

We stand behind you, ready and able to supply the thousands of drug items that are essential to your professional service. Order from our comprehensive stocks. You can buy in accordance with current needs by sending your orders to us.

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THE PEABODY DRUG COMPANY

Durham, North Carolina

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.
THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

North Carolina-Rx Price Survey

Rx 1

Butyn grs. ii
Zephiran Cl (1-3000) f. oz. ss
(eye drops)

Rx 2

Cas-Evac	6.0
Liq. Dramamine	60.0
Elix. Donnatal	60.0
Neo-Sedaphen qs ad	180.0

Rx 3

Ultran Pulvules, 300 mg. #XXIV

Rx 4

Gantrisin, 0.5 Gm. Tabs. #XXXVI

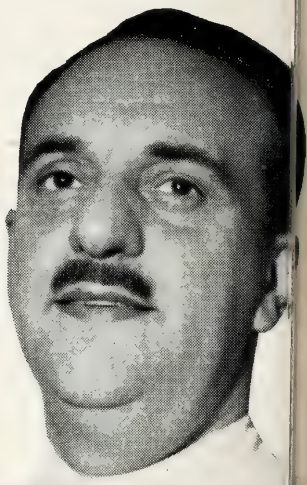
	Rx 1	Rx 2	Rx 3	Rx 4
urlington	$1.50	$2.75	$3.00	$2.50
inston	1.25	2.50	2.50	3.00
oldsboro	.75	2.25	2.85	2.25
lbemarle	.85	2.40	3.10	2.35
oncord	.95	2.65	3.00	2.20
pex	1.00	2.25	2.90	2.25
astonia	.75	2.50	2.65	2.15
ount Airy	1.25	2.50	2.75	2.50
oxboro	.85	2.25	2.75	2.25
exington	.75	2.25	3.00	2.50
onroe	1.00	2.50	2.50	2.25
arshville	.75	3.75	2.75	2.25
leigh	.75	2.25	2.40	2.25
quay Springs	2.00	2.50	3.00	2.25
nford	1.25	3.00	2.50	2.25
sheville	1.25	2.50	3.25	2.25
cksonville	1.00	2.50	2.65	2.25
ithfield	1.50	3.00	3.00	2.50
rgaw	1.00	2.25	3.00	2.50

$100 PROFIT-MAKING IDEA #1

Miles salutes
PHARMACIST SIDNEY A. LEVY

"I present my prescription customers with this card" . . .

BE OUR GUEST!
While you wait for your prescription present this card at the Fountain and have a cup of delicious coffee FREE. It will make your wait seem shorter.
Your Embassy Drug Store Pharmacist



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Embassy Drugs
1652 Columbia Road
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$50.00 to Mr. James Carr
Wholesale salesman who services Embassy Drugs for J. B. Gilpin Co., Washington, D. C.

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ELKHART, INDIANA

PARTNER OF THE RETAIL DRUGGIST FOR MORE THAN 70 YEARS

Chiropodists Rxs

In a recent issue of THE CAROLINA JOURNAL OF PHARMACY, mention was made of an opinion by the State's Attorney General in reference to prescriptions written by chiropodists.

The opinion inferred that chiropodists were not legally qualified to write prescriptions.

Since the article appeared in the press and on which our brief news note was based, we have heard from Dr. Carlos T. Cooper, Jr., a member of the North Carolina Chiropodists' Association. Dr. Cooper referred us to this opinion by Ralph Moody, Assistant Attorney General, State of North Carolina, November 10, 1954, and reaffirmed by the present Attorney General, George B. Patton, in a letter to Dr. Cooper on December 20, 1956:

"I have your letter in which you raise the question as to the right of chiropodists to use drugs in the practice of chiropody. I assume your question is prompted by the fact that chiropodists within the limits of their field of practice issue and send prescriptions to pharmacists.

"I submitted this entire question to our conference, and the Attorney General, including members of the staff, feel that the 1945 amendment to the chiropody statute constitutes a legislative recognition of the statute, and, therefore, the use of the word 'medical'' would in our opinion authorize chiropodists to issue prescriptions and use drugs in carrying out medical treatment of ailments of the human foot. Of course, the statute plainly limits anesthetics used by chiropodists to those that are classed as local anesthetics.''

Hartung to Present Paper in Paris

Dr. Walter Hartung, until this past year a staff member of the UNC Pharmacy School but now located in Richmond with the School of Pharmacy, Medical College of Virginia, leaves in early summer for Paris, where he will be guest speaker at an international meeting of scientists.

For seventy-two years

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SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY

of DURHAM, NORTH CAROLINA

HOWELL HALL HAPPENINGS

A number of excellent editorials and news articles have been published in the newspapers of North Carolina concerning the shortage of pharmacists, need for a larger building for the School of Pharmacy and need of the present pharmacy school building for the School of Journalism. Clippings have been received recently from *The Asheville Citizen, The Kinston Free Press,* and *The Reidsville Review.* In meeting these needs it is greatly helpful if every pharmacist will tell his representative in the General Assembly repeatedly about the need for the appropriation of the necessary funds. A concise statement of this information was circulated by Mr. W. J. Smith, Secretary of the N. C. P. A. and copies are available from him and from Dean E. A. Brecht of the School of Pharmacy.

This Spring marks two important anniversaries. The School of Pharmacy was established exactly 60 years ago, in March of 1897. This year marks the 20th Anniversary of the Student Branch of the North Carolina Pharmaceutical Association which was installed in May of 1937 at the Greensboro convention.

''Drug Plants'' was the subject of a one-half hour telecast on WUNC-TV by Dr. H. R. Totten and the students in his pharmacognosy class on February 25. The following second-year students showed and discussed their displays of drugs chosen for term projects: White Pine by Barbara Johnson of Kinston, Rhus Glabra by Joe Browning of Graham, Sassafras by Phoebe McDonald of Carthage, Tea by Carol Wilson of Durham, Dogwood by Joe Whitehead of Chapel Hill, and Garlic by Jane Welch of Washington.

Students in the graduating class were interviewed on March 4 by Grover C. McCain, District Supervisor of the Upjohn Company.

An interesting five page (including cover) feature article on the museum of the School of Pharmacy was published in the *N.A.R.D. Journal* dated March 4. A number of reprints of this article has been secured and copies are available on request.

Dean E. A. Brecht and Professor Ben F Cooper attended the meeting of the Pharmaceutical Society of Wake County in Raleigh on March 5. Dr. Cooper discussed dental pharmacy and the dental formulary.

Dean Brecht attended the meeting of the Legislative Committee of the North Carolina Pharmaceutical Association in Raleigh on March 7.

Major L. E. Davis of the United States Army discussed regulations concerning military service with students in the third and fourth year classes on March 13.

Members of the pharmacy faculty and their wives enjoyed a pharmacy faculty dinner at The Pines on March 15. This social function is planned for frequent repetition to afford a better exchange of ideas for the wives.

Dean and Mrs. E. A. Brecht were accompanied by Drs. Earl Brown and Sigurdur Jonsson, the two new faculty members, to the meeting of the Greensboro Drug Club on March 15.

The first repetition of a program in the Project Health Series over WUNC-TV was made on March 15 when the kinescope of ''There Can Be No Mistake'' was telecast. This program dealing with the four-year curriculum for the degree of Bachelor of Science was originally produced from the top floor of the pharmacy building on October 5, 1955.

Mr. Tom Mack, District Sales Manager for American Greeting Cards, lectured to the senior class in Pharmacy Administration on the fundamentals of merchandising a greeting card department. He was assisted by Mr. Lacy Hatchell, the local representative from Greensboro.

''Insoluble Solids as Emulsifiers'' by A. W. Jowdy and E. A. Brecht was published in the Scientific Edition of the *Journal of the American Pharmaceutical Association* for February.

Rho Chi

Rho Chi, the national honorary pharmaeutical society tapped the following stuents at the meeting of the Student Branches n March 19: Undergraduate students: Ronld Lowery Austell, Shelby; Charles Peter opses, Charlotte; David Ramsey Davis, Villiamston; James Lewis Inabinet, Winton-Salem; Owen Fred Phifer, Marshville; Villiam Norman Ponder, Hendersonville; ames Miller Prevo, Thomasville; and Paul . Stevenson, Elizabeth City; and graduate udents: Henry Cheng, Formosa; Rosemarie ussenegger, Austria; and Corazon Ramirez, hilippine Islands.

Student Branches of the N.C.P.A. and A.PH.A.

A student program was given by Kappa psilon on March 5. The program was a take-off'' on the television program ''This Your Life.'' The career of Miss Ethyl rbonate, a prominent woman pharmacist, as carried back through her pharmaceutical ucation, training, and successful career in spital pharmacy. The program was sponred by the Roadrunner Laxative Company. the meeting plans were formulated for nding student delegates to the National nvention in New York City in early May. Kappa Psi presented the student program March 19. The program was a symposin on ataractic drugs discussed in three ases: The economics by Hunter Kelly, re-l pharmacist of Durham; pharmacological Dr. J. W. Pearson of the Pharmacology partment; and chemical by Dr. Sigurdur nsson of the pharmacy faculty. Various pects of these drugs were emphasized by estions from the members of the franity.

Phi Delta Chi

The annual weekend of the Phi Delta Chi aternity was observed on March 15 and with an informal party at the Little Red choolhouse on Friday evening and a formal ner and dance at the Saddle Club in Durn on Saturday night. The outstanding dge award was presented to Paul White Hickory.

here's the brand that

SELLS...

NORTH CAROLINA'S OWN

PINE STATE ICE CREAM

A superior ice cream intensively promoted and merchandised through Newspapers • Radio Point-of-Sale • Television

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RALEIGH, NORTH CAROLINA

whenever you
hear complaints
of gastric upset
caused by aspirin,
suggest

Ecotrin* (S.K.F.'s Duentric†-coated aspirin) gives full aspirin effectiveness without gastric upset. Particularly useful in rheumatic disease where high doses of aspirin are often routine.

Smith, Kline & French
Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off. †Trademark

DOINGS

OF THE AUXILIARIES

REPORTERS

- **Charlotte—Mrs. James A. Wolfe**
- **Wilmington—Mrs. A. J. Simeone**
- **Greensboro—Mrs. J. A. Ranzenhofer**
- **High Point—Mrs. J. Louis Coble**
- **Raleigh—Mrs. Romas T. White, Jr.**
- **Winston-Salem—Mrs. John Holland**
- **Pharmacy Wives—Mrs. Paul Stevenson**
- **Alamance—Mrs. C. A. Wharton**
- **Rowan—Mrs. E. R. Fuller**

Wilmington

The Wilmington Drug Auxiliary held it February meeting at the home of Mrs. W L. Hickman.

During the business session plans wer made for helping the Salvation Army wit transportation for their Easter egg hun and the layette given each year was di cussed. Members were asked to brin articles to the March or April meeting.

Bridge and canasta were played, and th winners were: Mrs. Pinkney Heaton fo bridge and Mrs. Walter M. Laign for e nasta.

The Wilmington Drug Club Auxiliary m at the home of Mrs. George Turner March 28 with Mrs. Pinkney Heaton ser ing as co-hostess.

The president, Mrs. A. J. Simeone, pr sided over a short business session. T following nominating committee was a pointed to select a slate of officers for ne year: Mrs. Bill Morton, chairman, M James Holloway and Mrs. Pinkney Heato

A letter was read from Mrs. Kenda State Auxiliary President, concerni projects adopted by the State Auxiliary, a a motion was made and carried that $50 donated toward these projects.

An instructive film about cancer cont was shown.

Bridge and canasta were played. M Rankin Carruthers was awarded high sc prize for bridge and Mrs. A. J. Simeone canasta.

Greensboro

The regular monthly meeting of the Greensboro Drug Club Auxiliary was held at the Mayfair Cafeteria, Tuesday, March 26, 1957.

The meeting was called to order by the president, Mrs. Kinard. The invocation was given by Mrs. Rose, chaplain.

Hostesses were Mrs. J. T. Hart, chairman, Mrs. J. C. Meek, Mrs. S. T. Sarvis, Mrs. D. V. Walker and Mrs. M. G. Morris. The door prize was won by Mrs. W. P. Brewer.

Mrs. Stephen Forrest introduced our speaker, Miss Reba Rick, whose topic was "Food Is Fun with the Freezer." She served the members present a delicious dessert of frozen strawberry pie topped with whipped cream. She discussed proper methods of freezing various foods and gave many helpful hints on this subject.

After the program various committee chairmen gave reports.

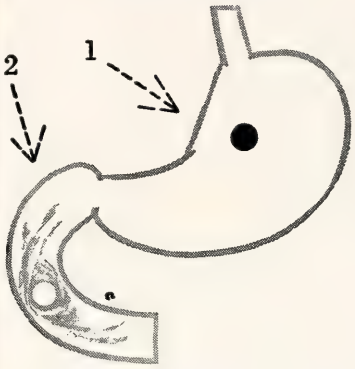
The president announced that the State Convention would be held in Charlotte, May 5, 6 and 7 and urged that all members attend if possible.

Charlotte

"Iris, the Hardy Perennial" was the topic of our speaker for the March luncheon meeting of the Charlotte Druggist Auxiliary. Mrs. S. A. Oscar, introduced by Mrs. J. A. Wolfe, spoke to our club on all phases of iris culture. Mrs. Oscar is a well-known authority on iris, having organized the first Iris Society in Charlotte, serving as its first president, the position she now holds again this year, as well as having served as State President.

Mrs. F. F. Potter, President, presided. The devotional was given by Mrs. M. W. Stone. Mrs. E. E. Thomison was introduced as a prospective member. Table decorations, using the St. Patrick's Day theme, were by Mrs. Wolfe. Door prizes were won by Mrs. Oscar, Mrs. William Rigsby, and Mrs. Carl Geanes.

how 'ECOTRIN' (S.K.F.'s Duentric†-coated aspirin) prevents aspirin-induced gastric upset



Ecotrin's 'Duentric' coating remains intact in the stomach (1), but disintegrates almost immediately in the small intestine (2), assuring full aspirin effect without gastric irritation. Particularly useful in rheumatic disease where high doses of aspirin are often routine.

ECOTRIN*
S.K.F.'s Duentric†-coated aspirin

Available in 5 gr. tablets, bottles of 100.

Smith, Kline & French Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off. †Trademark

Dr. F. C. Hammerness (front, 2nd from left) with Third & Fourth Year UNC Pharmac Students. Picture made in Indianapolis at entrance to Eli Lilly Laboratories.

You are Cordially Invited

To Visit

OUR SUITE, HOTEL CHARLOTTE

While Attending the

North Carolina
Pharmaceutical Convention

THE GEER DRUG CO.

Albert Willoughby Jowdy III

The A. W. Jowdys of New Bern are announcing the birth of their son on March 10, 1957, weighing 6 lbs. 4½ oz. Dr. Jowdy is former instructor at the School of Pharmacy and is now associated with Tony's Drug Store of New Bern. Mrs. Jowdy will be remembered as Miss Millicent McKendry, secretary to the late Dean M. L. Jacobs, and for a time to Dean E. A. Brecht.

Judith Ellen Mills

John and Barbara Mills are announcing the birth of Judith Ellen on March 5, weighing 8 lbs. 8 oz. John is associated with his father in business at the Mills Drug Company of Cliffside.

John Hood Brewer

Mr. and Mrs. Billy Brewer (Marsha Hood) are announcing the birth of John Hood, March 17, weighing 9 lbs. 13 oz. John is the 4th member of the Brewer family—and as will be surmised from the name, is a grandson of John C. Hood of Kinston. The Brewers operate the Brewer Drug Co. of Pink Hill, N. C.

John Thomas Stevenson III

John Thomas Stevenson, born to Mr. and Mrs. Paul Stevenson on March 24th, weighed 7 lb. 9 oz. at birth.

Paul is a student at the School of Pharmacy, UNC, and is the son of J. T. Stevenson of Elizabeth City. They have one other son, Michael.

Things I Never Knew 'Til Now

The birth of Graham White, Jr. to Graham and Grey Bullock White of Burlington, on December 16, 1956 . . . the wedding of John Wesley Wagner to Miss Jean Brown of Charlotte, November 10, 1956 . . . the birth of Anthony Earl to Mr. and Mrs. Earl Hatcher of Kenansville, January 1 at 3:10 (the first 1957 baby born in Duplin County). . . . a boy, Marvin Frank, born to Mr. and Mrs. Earl G. Williams of Gastonia on November 23, 1956.

W. B. WILLIAMS

Wayland B. Williams, Durham pharmacist, died in a Durham hospital on March 8.

A native of Brookneal, Virginia, Mr. Williams for many years was a tobacco buyer for several firms. In recent years, he had devoted most of his time to pharmacy in the capacity as a relief pharmacist.

F. D. QUINN

F. D. Quinn, Shelby pharmacist, died March 2. He was in charge of the prescription department of the Bolt Drug Company at the time of his death.

Service Addresses

Pvt. Lionel P. Perkins, Jr.
US 52424881
Co. C 2nd B. N. 1st Tng. Regt. USATC
Fort Jackson, South Carolina

Pvt. Vann H. King III, US 53279621
Weapons Co. 5th Inf. Bn. (Prov.)
3rd Inf. Division
Fort Benning, Georgia

Pvt. L. B. Doyle, Jr.
US 53279562—Company C
10th Bn. 2nd Tng. Regt.
Fort Jackson, South Carolina.

Irvin to Head Mayrand, Inc.

At a recent meeting of the Board of Directors, J. W. Irvin was elected president of Mayrand, Inc., Greensboro pharmaceutical manufacturer.

Other officers selected at the same time were Elmore Rouse, vice president and treasurer, and Betty F. Freeman, secretary.

At a stockholders' meeting on March 1 the following directors were elected: M. S. Piver, Rex Anderson, Elmore Rouse, Jerry L. Ritchie, J. W. Irvin and Dr. R. G. Templeton.

Kiwanians Hear Creech

An early March meeting of the Smithfield Kiwanis Club was highlighted by a talk on Pharmacy by James L. Creech, operator of Creech's Pharmacy.

A review of some of the new drugs was included by Mr. Creech as a part of his talk. He described penicillin as a "wonderful drug" but warned that it is not good for everything as some people seem to think.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

DEDICATED TO

DEAN E. A. BRECHT

U. N. C. School of Pharmacy

By George Gilmer Buchanan

From the hills of Murphy to Manteo
To the pill parties, you always go
For Dean and Mrs. Brecht, you know
Adds much to many druggist show.

We bid you welcome, here tonight
For what you tell us, is just right
And if it's knowledge, we are seeking
Please listen while the Dean is speaking.

You are not a native Tar Heel son
But ere this, we have made you one
Mixed with your drugs and chemicals too
We admire the many things you do.

Fluids and tinctures are old as the hills
The same holds true for many of the pills
Even though the antibiotics, are somewhat new
Students must learn them, ere they are through

Your pharmacy building is quite outgrown
But for sometime this has been known
The new building, even though late
Seems to be on the Legislative slate.

For those who seek pharmaceutical knowledge
They could not find a better college
And when your final class is taught
Your work will not have gone for naught.

—Compliments of Greensboro Drug Club.

DEDICATED TO

MR. W. J. SMITH

Secretary-Treasurer North Carolina Pharmaceutical Association

By George Gilmer Buchana

Here in Greensboro, bear in mind
We think you are very fine
It's a pleasure, to have you come
Because you always help us some.

Sometimes we druggists do complain
Please bear with us, as we are sane
For at Chapel Hill, and across the State
Your service to pharmacy, is first rate.

Mrs. Smith is a wonderful guide
Faithful she is by your side
Always in an understanding way
She is a help, day by day.

As Journal editor, you are doing good
Just as we knew you always would
And we may fail to say, it's fine
But be assured, I look for mine.

You have your problems, this we know
Because we druggists, help make it so
But you do your job, so very well
To everyone, we like to tell.

As our druggists' Secretary and Treasur
You are giving us full measure
And from the mountains to the shore
Who could ask for any more.

—Compliments of Greensboro Drug Cl

Greensboro

About one hundred members and guests of the Greensboro Drug Club turned out for a dinner meeting on March 15 in honor of the Greensboro Drug Club Auxiliary.

The dinner meeting, held at the Greensboro Country Club, was arranged by Tom Crutchfield, M. G. Morris, and Dan V. Walker. Roger McDuffie was toastmaster.

Guest speakers included Dean E. A. Brecht of the UNC School of Pharmacy and NCPA Secretary W. J. Smith. Prior to the talks, poems (opposite page) written especially for the occasion by G. G. Buchanan were presented to Dean Brecht and Secretary Smith.

Durham-Orange

The medical action of radioactive isotopes was discussed by Aaron P. Sanders of the Duke University radioactive isotope laboratories at the March 26 meeting of the Durham-Orange Drug Club, held in Durham.

Radioactive iodine, phosphorus, sodium, gold and cobalt in the treatment of thyroid gland disorders, cancer, blood circulation and anemia were covered by the speaker.

The graduating pharmacy students of the University will be guests of the club at a dinner on April 29.

Ralph Rogers, Sr. and Vollie Shore reported on recent meetings of the Durham Social Planning Council.

The club considered a proposal to place fluorides in Durham's municipal water supply; decided to vote on question at next meeting.

Lott Installed

Bennett Lott was installed as president of the Western North Carolina Drug Club at a meeting of that organization held in Asheville in March.

Other officers are W. T. Sisk, vice president; Garrett Penland, secretary, and Tom Donnelly, treasurer.

Give Yourself a

PROFIT BREAK

by selling the

ADVERTISED LINE

Patient Wanted Approved Drugs

A casual patient of the late Dr. Jim Rhodes, Sr., was once victimized about as much by high pressure advertising as by disease.

One day, during the time when Dr. Jim's offices were located on Baltimore Street, the patient walked into Davis' Pharmacy and presented owner D. R. Davis with a prescription.

"Mr. Davis," said the customer, "can you fix me up with this?"

"I'll do my best," said the druggist as he set about to fill the prescription.

A minute or so later, Davis handed the customer what Dr. Jim had ordered.

"Thank you, Mr. Davis," said the ailing man. "Tell me, does the man on the radio recommend this medicine?"

"Well," answered the druggist "I'm sure that the man on the radio knows nothing about this. You see this medicine was prescribed for your own particular condition."

"I don't know, Mr. Davis," replied the customer. "Now, if its the kind that man speaks so well of, I'm sure its bound to be all right. Otherwise, I don't know whether I ought to take it or not."

"Don't let that worry you," said Davis. "You see the medicine in this bottle is sort of like a tailor made suit—prepared just for you. It isn't a patent medicine advertised over the radio and in the newspapers. Instead, it is just what Dr. Rhodes thinks is needed to treat your very own ailment."

"I'll take it then," said the customer. "But I'd feel a lot better about it if I could know that it's approved by the radio man."

According to the druggist, Dr. Jim fairly roared with laughter when he heard of the incident.

* * *

Tale from Freddie Bowman, the all-star lobbyist of carbonation:

An old mountain man, against his wishes, gave a right of way to a railroad through his land, after its promise to give him everything he wished in return. Soon the trains were running over the hill behind his house.

One morning the old gent woke up grumpily, growled at his wife and proclaimed that he was out of chewing tobacco —a serious situation indeed.

His wife urged him to flag the daily train and enjoy some of the promised luxuries of life. The old man halted the train, and faced on irate conductor:

"What do you mean, flagging down this train? We've got to keep going."

"I'm out of tobacco. You got some?"

"What in the devil made you think we'd have tobacco on this train?"

The old man replied in true Mitchell County vein: "Then why in hell did you stop?"

—From Burke Davis "Raleigh Notebook"

* * *

One of those high pressure salesmen was doing a house to house canvass by telephone.

"Hello," answered an obviously small boy.

"Let me speak to your mother or father," the salesman requested brusquely!

"They're not home," said the small boy.

"Is there anyone else there I can talk to?" inquired the salesman.

"My sister," came the reply.

"Well put her on," said the salesman.

There ensued a long silence, then the little boy's voice finally came back on the phone. "I can't lift her out of the playpen."

Briefly Noted in Passing

Drug store clerk to customer: "We have this in the large, giant and family economy size. The large is the small."

The average US coffee drinker consumes the equivalent of a year's production from nine coffee trees.

Today, when a man shakes your hand you don't know if he's glad to see you or just winding his watch.

Daffy Definition: A "sleeping bull" is a "bulldozer."

Best Wishes to the

North Carolina Pharmaceutical Association

For a Most Successful

Seventy-Seventh Annual Convention

We Offer Our Wholehearted Support to You and

Know that this Convention Will be the Best Ever.

Looking Forward to Being with You in Charlotte

on May 5 - 6 - 7

☆ ☆ ☆

Owen, Minor & Bodeker, Inc.

Richmond, Virginia

Remember—

77th Annual North Carolina Pharmaceutical Association Convention

PLACE—Hotel Charlotte, Charlotte, N. C.

TIME—MAY 5, 6 & 7th

We extend best wishes for a successful and enjoyable Convention

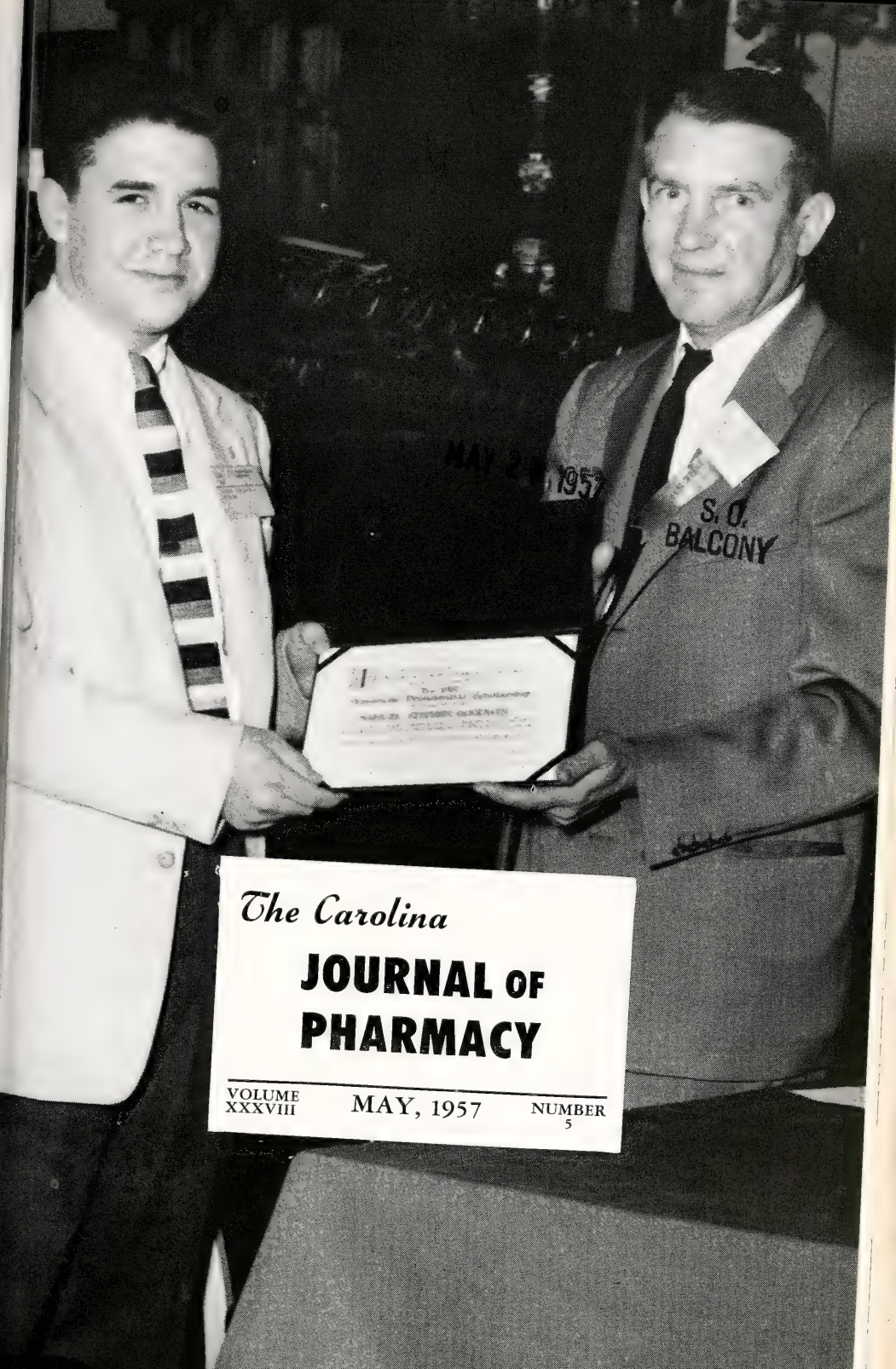
We shall look forward to seeing all our friends—

You are Cordially Invited to Visit Us at Our Headquarters

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina



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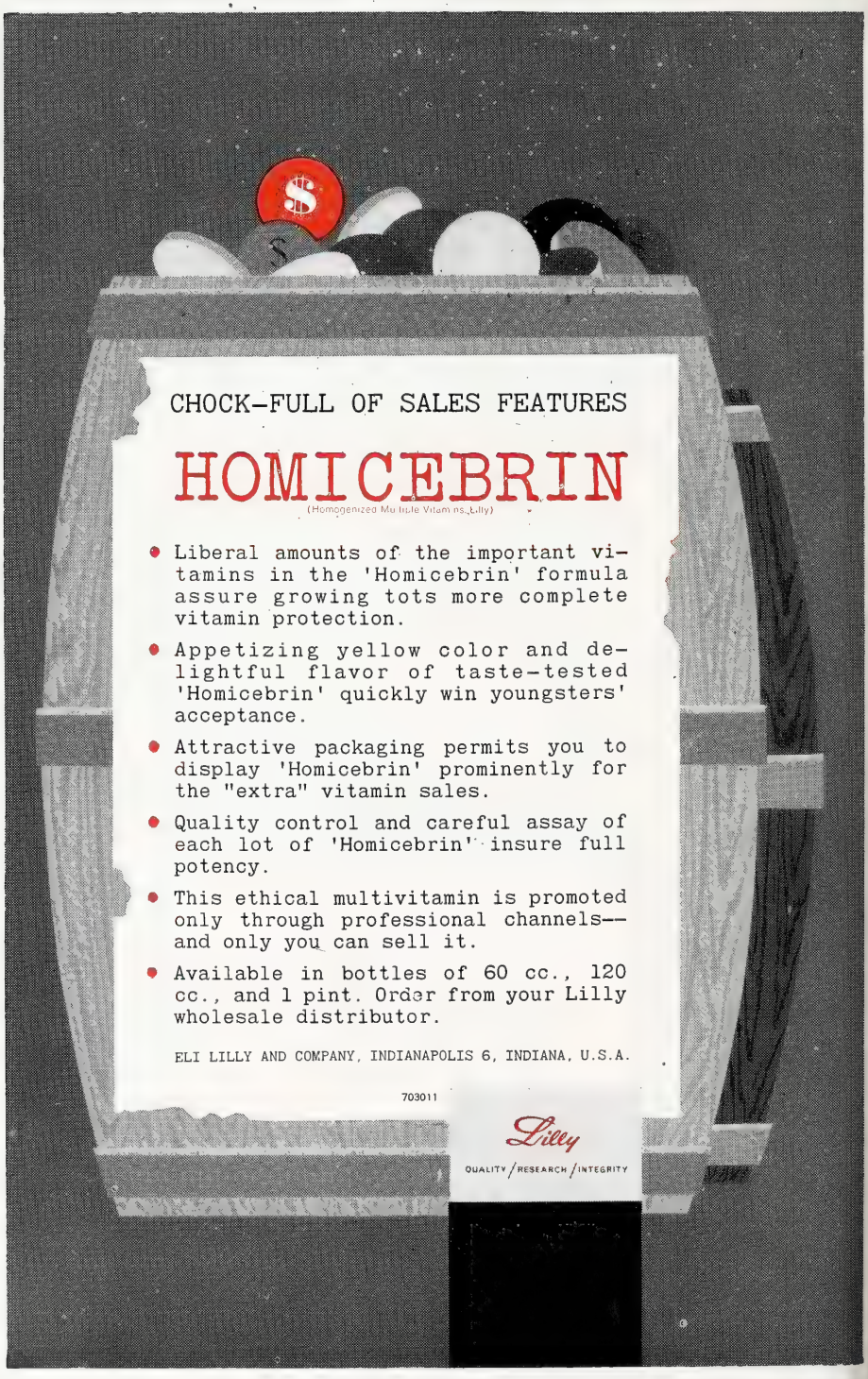
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(Homogenized Multiple Vitamins, Lilly)
• Liberal amounts of the important vitamins in the 'Homicebrin' formula assure growing tots more complete vitamin protection.
• Appetizing yellow color and delightful flavor of taste-tested 'Homicebrin' quickly win youngsters' acceptance.
• Attractive packaging permits you to display 'Homicebrin' prominently for the "extra" vitamin sales.
• Quality control and careful assay of each lot of 'Homicebrin' insure full potency.
• This ethical multivitamin is promoted only through professional channels—and only you can sell it.
• Available in bottles of 60 cc., 120 cc., and 1 pint. Order from your Lilly wholesale distributor.
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a good habit to maintain **GERIPLEX®** **KAPSEALS®**

one day out of stock may change buying habits that have endured for years...
keep well supplied with **GERIPLEX KAPSEALS**, available in bottles of 100 and 500.

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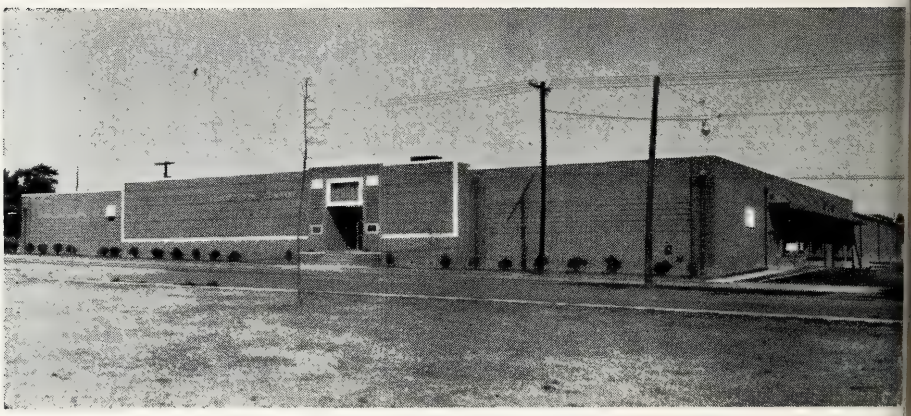
PARKE, DAVIS & COMPANY · DETROIT 32, MICHIGAN

The House of Friendly Service



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Charlotte, N. C.

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Service Wholesalers Since 1891

A Brand New Glorious Box For the Favorite Candy of the South

NOW

Personalized

TOO!

$2.00 lb.

- **Nunnally's creates a new appeal for fine gift candy!**
- **A box designed to capture the tradition of The South with space for the personal message of the sender.**
- **Record-breaking advertising and sales promotional campaigns!**
- **Plus . . . Window banners, point-of-sale displays and visual sales helps!**

Nunnally's

THE CANDY OF THE SOUTH

North Carolina Representative:

R. L. Blanton
P. O. Box 84
Charlotte, N. C.

IS YOUR COMMUNITY LISTED BELOW? . . .

Ahoskie
Albemarle
Angier
Archdale
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Bailey
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Lincolnton
Littleton
Louisburg

Macclesfield
Madison
Mebane
Micro
Midway Park
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Monroe
Mooresville
Morehead City
Morganton
Mount Airy
Mount Olive
Murfreesboro

Nashville
New Bern
Newton
Newton Grove
North Wilkesboro
Norwood

Oxford

Pilot Mountain
Pinehurst
Pinetops
Pink Hill
Pittsboro
Pleasant Garden
Princeton

Raeford
Raleigh
Randleman
Ramseur
Reidsville
Richlands
Rich Square
Roanoke Rapids
Robbins
Rockingham
Rockwell
Rocky Mount
Roxboro
Rural Hall

Salisbury
Sanford
Scotland Neck
Selma
Shelby
Siler City
Smithfield
Southern Pines
Spencer
Spray
Spring Hope
Stantonsburg
Star
Statesville
Stoneville
Summerfield

Tarboro
Taylorsville
Thomasville
Troy

Valdese

Wake Forest
Walnut Cove
Warrenton
Washington
Weldon
Wendell
West End
Whitakers
Whiteville
Wilkesboro
Williamston
Wilson
Windsor
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Yadkinville
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Zebulon

Danville, Va.

Overnight Delivery from Your **Full Line Service Drug Wholesaler** to All Points Above. Orders Received by 4:00 p.m. Monday thru Friday Shipped the Day Received.

Call Greensboro LD-901
LD-981

Local—Broadway 2-2141
Broadway 3-6565

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina
JOURNAL OF PHARMACY

May, 1957

VOL. XXXVIII No. 5

★

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A New Era for the University

In ceremonies at the William Neal Reynolds Coliseum in Raleigh on May 8, William Clyde Friday was inducted as president of the Consolidated University of North Carolina.

Later this year William Brantley Aycock will be installed as Chancellor of the University of North Carolina, replacing Robert B. House, who retires as head of the University but who will still be in harness as a member of the teaching staff.

Both President Friday and Chancellor-Elect Aycock are quite capable of measuring up to the high offices to which they bring a background of leadership and judgment that is impressive.

President Friday has already demonstrated a special ability for handling major administrative problems. As Dr. Louis Round Wilson says: "Your study of its (Consolidated University) past, your understanding of its mission, your vision of its future insure its wise guidance in the days to come."

Likewise, our nearby neighbor, William Brantley Aycock, who we have been privileged to know for several years, will help bring new opportunities to the University, and broaden existing ones, so that our young men and women will be prepared for the atomic era we now enter.

At one time, Chancellor-Elect Aycock worked in a Selma drug store. In the past year he has become thoroughly familiar with the University's Health Affairs Division, of which the School of Pharmacy is a part, when he prepared a "code of procedure" as an administrative governing tool for the Division.

Both President Friday and Chancellor-Elect Aycock are home-grown products; they know North Carolina and its problems; have the desire and the ability to do something about those problems; deserve our wholehearted support, no less.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill. North Carolina under the Act of March 3, 1879.

Lowder Couple Win Civitan Award

For outstanding service to the youth and the community of Marion, The Marion Civitan Club recently presented its "Citizenship Award" to Pharmacist John Lowder and his wife, Ann.

Mr. and Mrs. Lowder are both certified Red Cross life-saving instructors, and have spent much time during the past several summers teaching classes for Scouts and teen-agers.

Mrs. Lowder organized and is leader of Marion's only Girl Scout Troop. Mr. Lowder is Assistant Scoutmaster of Boy Scout Troop 6 and is a co-chairman of first aid and water safety for McDowell County Red Cross chapter.

Editorially, *The McDowell News*, had this to say, in part: "The Lowders have a fine family of four children, but despite the work involved in the raising of four children, they have found an almost unbelievable amount of time to devote to the welfare of the young people of the town and county. The Civitan Club has made a wise choice."

Joins Army Special Services

Marina Moseley, Rex Hospital pharmacist, Raleigh, is going to Europe with Army Special Services as a recreation leader.

From New York, Miss Moseley goes to Bremerhaven, Germany; thence to Nurnberg for orientation and assignment to an Army installation in France or Germany.

Miss Moseley will be responsible for the planned social and recreational activities of the base to which assigned.

While she regrets leaving the profession for two years, Miss Moseley says this opportunity for education through travel is one she is looking forward to.

FOR SALE—Apothecary Shop located in medical center, modern air-conditioned bldg. Five doctors and three dentists in building. Large, progressive city. Wonderful opportunity for right party. Reason for selling, Doctor's orders. Write KFB % JOURNAL.

Charlotte Man Joins Staff of New York Drug Firm

Robert C. Barbre, 1120 Roanoke Ave., Charlotte, has joined the staff of professional representatives of The Purdue Frederick Company of New York, it was announced by Seymour A. Lubman, General Sales Manager of the firm which produces ethical pharmaceuticals.

Mr. Barbre will represent Purdue Frederick in Charlotte.

Serves in Germany

Ingram Jenkins (Biscoe) is now stationed at Hochst, Germany—a suburb of Frankfurt.

His complete address: Pvt-2 Walter I. Jenkins, Jr., US53275895, 547th Medical Company, APO 757, New York, New York.

Hixon to Represent Lilly in Fayetteville

After sixteen years in the home office of Eli Lilly and Company, C. Edward Hixon has accepted an assignment as a Lilly representative in south-central North Carolina, with headquarters in Fayetteville. The announcement is made by K. T. Boatright, manager of the Richmond District.

Hixon's enthusiasm for sales work was aroused by a recent three-month assignment as a relief representative in the Richmond District. His outstanding performance attracted the attention of the sales division.

Reared in Indianapolis, Hixon was graduated from Shortridge High School in 1934 and from Indiana University in 1938. He joined Lilly in 1940. At the time of his transfer to sales he had been chief of order schedules in the International marketing service department for nine years.

Hospital Pharmacy Enlarged

Remodelling of Watts Hospital Pharmacy Durham, has been completed.

The new and larger pharmacy is on the first floor corridor between wards "G" and "E" and around the corner from the old pharmacy.

A room for manufacture of private formulations is part of the expanded pharmacy.

Gerald M. Stahl is chief pharmacist, assisted by Miss Joyce Nelson.

DRUG STORE HOURS

By W. Dorsey Welch, Jr.

In the beginning I would like to emphasize that we of the committee know the subject is a controversial one, and that no universal system could be effectively used. We do not make any recommendations. From the beginning the Committee felt, regardless of its findings, that it would not be wise to attempt to make recommendations. We are living in a free country and working in a profession that is devoted to service to the people—not a service in a material way, but as humanitarians. This we are obligated to render to our fellow men when the service is needed.

It is the hope of the committee, however, that our report will be of some value to you. Information has been compiled for your consideration. If it is of value to you, we are glad we have been able to bring you this report.

As a basis for considering this matter of drug store hours, we first need to emphasize that one of the greatest things our profession needs in North Carolina today is not a change in hours, but more and better facilities to educate an increased number of pharmacists. We feel sure this condition will be met in the not too distant future.

After this has been met, then we are going to have to combat a great obstacle which is keeping promising young men and women from entering the study of Pharmacy. This has been brought to my attention several times, and I am sure you have also heard it many times. When you talk to a young man or woman about his future, and what Pharmacy can offer, he quickly faces you with the fact that drug store hours are too long. They say they can earn just as good a living—or even better—in other professions which will require about half the time, giving them more opportunity for recreation—and more leisure with their families. I am reliably told that our School of Pharmacy cannot accommodate all the applicants today. So why worry about the hours? When the capacity is doubled, however, this problem of long hours will be a handicap in securing the quality of men and women which the profession desires.

This state-wide survey was conducted by the NCPA Committee on Papers & Queries: W. D. Welch, Jr., Chm., John C. Hood, Jr. and J. T. Stevenson.

Note tables on pages 247-248-249.

The rotation plan (one long week and several short weeks, depending on number of participating stores) is gaining wider acceptance throughout the state.

It is true in many cases that after a person learns to love the profession of pharmacy, he will forget or minimize the long hours he works; however, a man first has to be educated before he can grow into his profession and learn to love it. When giving consideration to entering Pharmacy as a career, long hours will cause a great number of outstanding young men to stay away from it.

The shortage of pharmacists is acute almost everywhere. This is shown by a study just completed by the N.A.R.D. Explanation for the shortage is this: the number of students in Pharmacy colleges has been declining in recent years, despite the fact that there has been a steady growth in the number of drug stores. Additional factors are shorter working hours, and the induction of pharmacists into the armed forces.

I will readily agree that today the drug store hours are not what they were when I began in Pharmacy. My first job in a drug store at Rocky Mount in 1928 was in a store that stayed open 111 hours a week—and that was the average for all the stores in that town at that time. Today my store is open 72 hours a week—quite a difference. Our state-wide survey shows that there are some stores which stay open only 50 hours—others as much as 115 hours. The state average, according to this survey, is 76 hours a week. That is quite a decrease

(Continued on Page 246)

Attend A.Ph.A. Meeting in New York

In attendance at the 104th annual meeting of the American Pharmaceutical Association, held in New York City, April 28 through May 3, were the following persons from North Carolina:

Dr. and Mrs. Edward A. Brecht, Dr. and Mrs. F. C. Hammerness, Dr. and Mrs. Herman O. Thompson, Dr. Benjamin F. Cooper, and Shirley Bumgardner, all of Chapel Hill.

W. G. Dudley, Jr., Reidsville; Edward B. Eadie, Charlotte; Mr. and Mrs. R. W. Hardy, Concord; Claude U. Paoloni, Greensboro; H. G. Price, Raleigh; I. T. Reamer, Durham and Mrs. Margaret Gretz, Hendersonville.

In addition, a number of pharmacy students from Chapel Hill represented the School as delegates to the Pharmacy Student Section of the A.Ph.A.

Donald J. Miller, as chairman of this section, presided during two sessions of the Student Section.

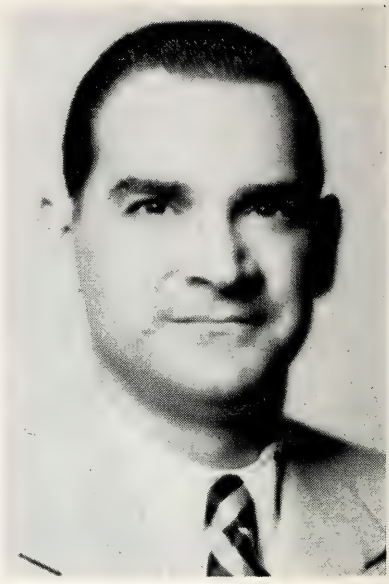
Whitaker Moose of Mount Pleasant, a UNC pharmacy student, represented the School's A.Ph.A. Branch at the meeting along with Mr. Miller.

Academy of Pharmacy

Members of the North Carolina Academy of Pharmacy are:

Edward A. Brecht, Chapel Hill
Gilbert Colina, Charlotte
Ben F. Cooper, Jr., Chapel Hill
W. B. Gurley, Windsor
F. C. Hammerness, Chapel Hill
James W. Harrison, Asheville
J. C. Jackson, Lumberton
James W. Mitchener, Concord
I. T. Reamer, Durham
Ralph P. Rogers, Jr., Durham
W. Moss Salley, Jr., Asheville
Lloyd M. Senter, Carrboro
W. Dorsey Welch, Jr., Washington
W. Latham West, Roseboro
Claude C. Wheeler, Jr., Chapel Hill

Any NCPA-member pharmacist may apply for the necessary (10,000) points for admission to The Academy. Details from W. J. Smith, Box 151, Chapel Hill, N. C.



FRANK ERRIGO

Top Toastmaster

Frank Errigo, district manager for Parke, Davis & Company in North Carolina, with headquarters in Charlotte, took top honors in a recent District Toastmasters Speech Contest.

Next step for Mr. Errigo is the regional contest in Tennessee. If he wins this, he is in line for the national championship.

In the meantime, Mr. Errigo is available for speaking engagements in this state. He has several excellent talks, one for civic groups; several on varying topics for local drug groups.

His address in Charlotte is 1208 Kings Drive.

Returns from Florida

Mr. Victor Smith has returned to the State after spending the winter in Florida.

At present, Mr. Smith is in Hendersonville with Whitley Drugs. He plans to buy a farm in Western North Carolina, spending part of each year in the mountains.

About the Convention

Although this issue of THE CAROLINA JOURNAL OF PHARMACY will be mailed after the Charlotte Convention, most of the copy was written prior to the start of the annual meeting. Hence, we are omitting from this issue of THE JOURNAL all references to the meeting with one exception: the names of the winners of the rug and TV set in The Woman's Auxiliary fund-raising (Scripto pen sale) project.

Mrs. Robert H. Milton of Salisbury won the hand-made rug, valued at $500. The TV set, contributed by the W. H. King Drug Company of Raleigh, was won by Mrs. Edwin B. Riggsbee, 625 Nottingham Drive, Charlotte.

Mrs. R. L. White, with the assistance of Mrs. Homer Starling and other members of the Auxiliary projects committee, together with some super-salesman, such as Bob White, sold better than 600 pens at $1 each.

Net to the Auxiliary was considerable since 20 dozen of the pens were contributed to the organization without charge.

Watch for the June issue of THE CAROLINA JOURNAL OF PHARMACY for details of the annual meeting, officers installed and nominated for the coming year, resolutions, pictures and color sketches.

Heads Credit Union

Claude U. Paoloni of Greensboro is chairman of the board of directors of the Cone Hospital Credit Union.

Purpose of the credit union "is to promote thrift among its members, by affording them an opportunity for accumulating their savings, and to create for them a source of credit for loans for provident or productive purposes."

More than $50,000 was involved in transactions of the Union during 1956. A 6% dividend on shares was paid.

* * * *

Charles F. Turner, Drexel pharmacist, has been named assistant manager of the Cornwell Drug Company, Shelby. A graduate of the School of Pharmacy, University of North Carolina, Turner has managed one of the Cornwell stores in Drexel for the past six years.

W. F. Farmer, until recently in charge of the prescription department of the Harrison Drug Company, Enfield, has been replaced by E. D. Ledbetter of Lexington. Mr. Farmer moved to Warrenton, where he is the owner of the Boyce Drug Store.

* * * *

Lederle Laboratories announces two additions to their sales representative force in North Carolina: Maurice Hall in the Wilmington territory and Harold A. Heusner in the Durham area.

* * * *

Visits Chapel Hill

Fred Hooper, Sylva pharmacist, was a visitor to Chapel Hill and Raleigh on May 16.

Fred drove his car to Asheville, took a plane to the Raleigh-Durham airport. Says flying is the safest way to travel, with so many careless drivers on the highways these days.

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Tom Robinson, Goldsboro pharmacist, was recently reelected to the Goldsboro Board of Alderman for his sixth term.

L. A. Warren, Jr. has been named manager of the Hospital Pharmacy, Dunn. He will be assisted by Larry Thomas, son of Pharmacist J. I. Thomas, one of the owners of the pharmacy.

Guest speaker at a recent meeting of the Newton Kiwanis Club was Frank Errigo of Parke, Davis & Company. Edward Haupt, Newton pharmacist, had charge of the program.

Stuart Rollins has entered military service. A graduate in pharmacy of the UNC School of Pharmacy, he has been employed in Winston-Salem by O'Hanlon's Drug Store.

Davis Street Pharmacy, Burlington, has had a second (relief) pharmacist for the past month: Joe Russell of Canton.

Alec W. Clelland, Jr. has accepted a position with Matthews Pharmacy, Fayetteville.

Greg Howe, now living in Richmond, has returned from California where he was on assignment with the Marines for a short time.

IT'S COMING AUGUST 4-5-6

GEER'S HOLIDAY GIFT SHOW

• 35 MANUFACTURER'S EXHIBITS
• GEER'S DISPLAY
• PROFITABLE OFFERS
• NEWS ITEMS
•DOOR PRIZES

PLAN NOW TO COME AUG. 4-5-6

SPARTANBURG MEMORIAL AUDITORIUM

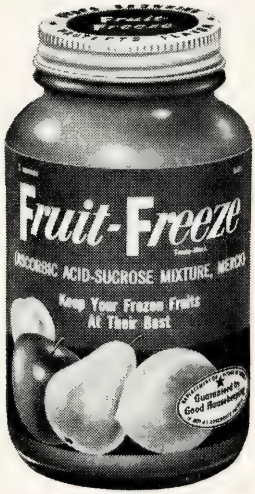
The Geer Drug Company

846 W. Main St. Spartanburg, S. C.

The market is booming for...

Fruit-Freeze®

Look For Bigger Gains in 1957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Keep Your Frozen Fruits At Their Best
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You Benefit from 4-Way Promotional Support for FRUIT-FREEZE:

1. **Extensive advertising.**
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REPLACEMENT OR REFUND OF MONEY ★ Guaranteed by Good Housekeeping IF NOT AS ADVERTISED THEREIN

Carries Good Housekeeping Seal

FRUIT-FREEZE is sure to sell because it gives homemakers a simple, low-cost way to preserve fresh flavor and natural color in freezing fresh fruits and in preparing fresh-cut fruit for the table.

FRUIT-FREEZE is packed for profitable turnover in one size only—5-ounce jar, 12 jars in attractive display carton.

Your cost (1 display case—12 bottles) **$7.92**
Suggested selling price @ 98¢ per bottle **11.76**

YOUR PROFIT $3.84

ORDER FROM YOUR WHOLESALER TODAY

MERCK

***Fruit-Freeze* – a product of MERCK**

MERCK & CO., INC. Chemical Division RAHWAY, NEW JERSEY

© Merck & Co., Inc.

Dear Mr. Smith:

Would like you to help us in locating some items which were mentioned in an article in the CAROLINA JOURNAL OF PHARMACY in regard to local preparation of medications used by dentists.

We wrote the Chemical Department at U. N. C. who in turn referred us to the Cardinal Products Company. We wrote them on March 13, 1957, and of this date we have had no reply.

Could you help us with the following items:

Tween 20	available size
Thymol	2 ounces
30% Superoxol	1 bottle
25% Pyrazone	1 bottle
Sodium Dioxide powder	available size

1 glass stoppered bottle to hold 100 grams of Phenol Compound Nacconol-LAL (Sodium Lauryl Sulfoacetate) smallest size.

J. R. Clarkin, Jr.
Campbell Pharmacy
Hamlet

Dear Mr. Clarkin:

May we attempt to answer your letter, earlier addressed to Mr. W. J. Smith, concerning sources of dental agents.

A general answer I believe we can suggest in two or three companies who are possible sources for any of these (the chemicals) along with other items sometimes difficult to find available in the smaller quantities of our use. Ruger Chemical Co., 205 West 17th Street, New York 11, N. Y., for example, we know to be good source for smaller quantities (¼, ½, 1 lb.) of some of our newer synthetic pharmaceutical adjunctives. They seem to have distribution rights for small-quantity distribution of items available from most of our American Chemical producers who are not interested themselves in the packaging operation of supplying small users.

Another such source representing themselves, "our specialty is supplying hard to get chemicals," we have never used personally but might be useful in this same problem is: Laboratory Center, Inc., 919 Washington Street, Wilmington, Delaware.

On apparatus items Fisher Scientific Supply Co., 7722 Woodbury, Silver Spring, Maryland, is a good bet generally, and list 60 ml and 125 ml glass stoppered bottles (as "water sample bottles") of your description for Phenol Compound. However, Cardinal Products should be a distribution source in our state for their items. Glasco Products Company (Chicago) list the same as No. 320 (flint) and No. 321 (amber) in graded sizes ½-64 oz.—distributing generally through American Hospital Supply Corp., Charlotte, in North Carolina. Armstrong Cork Co., distributing from 415 Atando Avenue, Charlotte, lists a full line of "salt-mouth" glass stoppered bottles as part of their pharmaceutical supply line.

Now specifically, your chemical items Tween 20; Thymol are listed by (1) above (¼, 1 lb.) Superoxol, Sodium Peroxide (dioxide) are Merck (¼, 1 lb.) items and should be available through wholesaler.

Nacconal-LAL-(Sodium Lauryl sulfo-acetate, a wetting agent of National Aniline Manufacturer) should be available in North Carolina from Winchester Surgical Supply, Charlotte, who at least distributes the National Aniline dye products . . . Winchester might also make available Fisher or Glasco items.

I cannot find PYROZONE listed in any usual chemical catalog—and believing it a trade name do not find it listed by its composition (25% ether solution of Hydrogen Peroxide). Therefore, it may be that the inquiry of a larger chemical concern (say, Merck) might be the best approach for finding a source.

We hope this may help in answering your questions. I do report that we have found Ruger, Fisher (perhaps Laboratory Center) have proved useful to us.

William W. Taylor, Chief Pharmacist
N. C. Memorial Hospital
Chapel Hill, North Carolina

Seeks "Propaganda" Material

Some optimistic individual from Poland (his hand-stamped signature we have been unable to make out) sends us the letter reproduced below, which we have asked our printer to set in type exactly as written.

Come to think of it, designating THE JOURNAL as "propaganda material" strikes us as something emulating from behind the Iron Curtain.

Our Establishment "RUCH", as the only Enterprise for distribution of foreign publications in Poland, - intending the popularisation of foreign publications, - is going to organize the permanent Exhibition of most interes-ting foreign periodicals.

Within the frames of this Exhibition we would desire to make popular in our country the publication of yours as well. Our purpose is to give the opportunity to the persons, they may take an interest in your publication, - to have a look at the specimen copy and read over its characteristic, made most competently, i.e. by its editor's staff itself.

According to that we think in would be of your interest too, to let us have any copy of your publication to be placed on the above mentioned Exhibition as well, as the Characteristic applied to this particular periodical to be included into our main catalogue.

We would be most happy then, if you will forward to our address RUCH, - Warszawa, Wilcza 46, - Bibliographical Section, - a specimen copy and the characteristic of your periodical.

We would also deeply appreciate any propaganda material like prospectus, sketches, etc. - you would kindly send us.

Hoping you would like to take part in our Exhibition and we might welcome your assistance in this matter

we remain
Yours very sincerly

Efforts to secure a drug store for Pamlico County have failed. County doctors, who dispense their medication, thought it was a good idea but not a sound financial investment. Eight or ten counties in the state do not have a drug store.

Reabela Tablets $8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets $20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets $2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets $4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets $7.50 per 100
Reavita Capsules $34.80 Doz. 100s $28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA

New Pharmacies

Cape Fear Pharmacy, 5307 Wrightsville Avenue, Wilmington. J. C. Edwards, owner and pharmacist in charge.

Kerr Drugs of Goldsboro, Inc., Cor. Ashe and Bernard Streets, Goldsboro. Banks D. Kerr & N. P. Watson, owners; Herman S. Barbrey, pharmacist in charge.

Gibson Drug, 220 Lake Park Boulevard, Carolina Beach. Mr. and Mrs. W. P. Gibson, owners; Robert G. Ham, pharmacist in charge.

Change in Ownership

(name and address same)

Nashville Drug Company, 301 West Washington Street, Nashville. Will Batchelor and Dr. W. S. Jones, owners; Bruce A. Williams, pharmacist in charge.

Oliver's Drug Store, 457 West Market Street, Greensboro. Mrs. S. C. Capps, owner; E. W. Oliver, pharmacist in charge.

Clyde Pharmacy, Clyde. A. B. Lott, owner and pharmacist in charge.

Hospital Pharmacy, 200 North Ellis Street, Dunn. J. I. Thomas, Mrs. L. R. Doffemyre and Belmont Kittrell, owners; L. A. Warren, Jr., pharmacist in charge.

Change in Name

Kenilworth Self Service Drugs, Inc., 489 Biltmore Avenue, Asheville (formerly Kenilworth Drug Store). J. R. Johnson, W. R. Johnson and Mrs. Lillian Thomas, owners; W. R. Johnson, pharmacist in charge.

Closed

Carolina Pharmacy, 287 Haywood Road, Asheville.

Licensed by Reciprocity

Harold Edward Evans, 415 Otteray, High Point (from South Carolina).

Raymond Abel Vaillancourt, Box 924, Camp Knox Trailer Park, Camp Lejeune, North Carolina (from Massachusetts).

everyone goes for
Pine State
MILK

ICE CREAM

PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

Successful Prescription Seminar Held at School of Pharmacy

Some 120 pharmacists and guests from throughout North Carolina attended a post-graduate seminar in prescription pharmacy today at the University of North Carolina school of Pharmacy.

The program was arranged to honor the 10th anniversary of the founding of the North Carolina Pharmaceutical Research Foundation which was incorporated by pharmacists in the North Carolina Pharmaceutical Association to promote pharmaceutical education and research at the School of Pharmacy and in the state.

In the morning session Dean E. A. Brecht discussed details and floor plans for a new pharmacy school building reporting that the prospect was excellent for the appropriation of $1,150,000 by the General Assembly. Two scientific papers were presented. Dr. Sigurdur Jonsson, Associate Professor of Pharmaceutical Chemistry presented "Practical Procedures for Compounding Buffered Isotonic Preparations for the Eyes." Dr. Herman O. Thompson, Professor of Pharmacy discussed "Bases for Dermatological Preparations."

The 10th Anniversary of the North Carolina Pharmaceutical Research Foundation was honored at the luncheon meeting at the Carolina Inn. Paul B. Bissette, Wilson pharmacist and member of the Executive Committee served as toastmaster. E. C. Daniel, Zebulon pharmacist and member of the Executive Committee recalled the beginning of the Foundation during his term as president of the North Carolina Pharmaceutical Association. Prior to the Foundation the degree of Master of Science was the highest degree offered by the School of Pharmacy. With the stimulus of the Foundation curricula for the highest academic degree, Doctor of Philosophy was established and the average of graduate students in residence per year grew from one before the Foundation to nineteen in recent years. In ten years nineteen doctors' degrees have been awarded. Daniel cited the outstanding work that has been done in the Foundation by C. T. Council of Durham, calling him "the father of the Pharmaceutical Research Foundation."

Roger A. McDuffie of Greensboro, President of the Foundation discussed the progress of the Foundation in ten years, noting that $214,000 had been received from which $60,000 had been paid to the University of North Carolina for use in the School of Pharmacy while operating expenses had been held down to a total of $8,000 leaving a balance of $145,000 which includes $122,000 in permanent endowments.

The pharmacists were welcomed to the University by Chancellor R. B. House and Dr. Henry T. Clark, Jr., Administrator of the Division of Health Affairs.

The luncheon session was concluded by the presentation of an oil portrait of Dean E. A. Brecht by Philip H. Van Itallie, Editor of "Pulse of Pharmacy" of Wyeth Laboratories. The portrait had been used for the cover of the journal during the year.

The main speaker of the afternoon session was Dr. Robert L. Swain, Editor of "Drug Topics." In discussing the "Outlook for Professional Pharmacy" Swain analyzed the advantages and disadvantages from the legal definition of pharmacy as a profession. "A total of 20,000,000 persons enter the drug stores daily. Here is a fine chance for the pharmacists to serve the public and create good will for the pharmacy profession at the same time. Pharmacists should take part in civic affairs and work for the betterment of their community, which would in turn reflect credit on the profession of pharmacy," Swain said.

He continued that a new era was coming in pharmacy because of the millions of dollars that private industry and the government were spending in research in this field. "It may not be in the too distant future when you pick up your morning paper and find that a new drug has been discovered which will cure cancer or some other form of dreaded disease," he said.

W. L. West, Roseboro pharmacist, who is

Chairman of the Legislative Committee of the North Carolina Pharmaceutical Association discussed two bills introduced in the General Assembly for pharmacy. One bill was Senate Bill 205, "A Bill to Be Entitled an Act to Amend G. S. 90-97, Relating to the Sale of Paregoric and Similar Medicinal Preparations." The second bill was House Bill 413, "A Bill to Be Entitled an Act to Amend G. S. 90-65 Relating to the Power of the Board of Pharmacy to Suspend, Revoke, or Refuse to Renew a Pharmacist's License or a Drugstore Permit."

The wives who accompanied the pharmacists to the Seminar attended the luncheon meeting. During the morning session the wives were conducted on a tour of the North Carolina Memorial Hospital and during the afternoon session they attended the Easter Show at the Morehead Planetarium on the campus.

The First Liability Case

Here are the details of the first case which established that a person injured by a product which he had purchased could make recovery because of the mistake:

The time: 103 years ago.

Mrs. Thomas presented prescription for "extract of dandelion" to Dr. Foord, who was both a pharmacist and MD. Dr. Foord filled the prescription from a jar labeled "½ pound dandelion, prepared by A. Gilbert."

The jar contained "belladonna," not "dandelion," which eventually resulted in the customer suing Dr. Foord. Suit in turn was brought against a wholesale druggist, who supplied the item, and finally, against Gilbert, who paid damages to Mrs. Thomas for having mislabeled the product.

Carrboro Pharmacist Lloyd M. Senter (left) was inducted into the North Carolina Academy of Pharmacy by NCPA Secretary W. J. Smith at a recent meeting of the Carrboro Lions Club. Exceedingly active in civic, religious and community affairs, Mr. Senter had qualified for 24,000 Academy points (10,000 necessary) at the time he was taken into the Academy.

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

ADI Company Offers Additional Coverage

The American Druggists' Insurance Company of Cincinnati, Ohio, of which P. J. Suttlemyre of Hickory is Treasurer and F. O. Bowman, state representative, has taken on the writing of casualty lines of insurance for the benefit of the drug trade.

For the first time in the 51 years of its history, the Company can write such insurances as Druggists Liability; Owners, Landlords and Tenants Liability; Plate Glass Insurance; Storekeepers Burglary and Theft; Comprehensive Personal Liability, and new Homeowners Policies A, B, and C, in most states. This will make it possible for the Company to provide a full line of insurance coverages for the druggist, not only on his store, but, also, on his other properties and on his home and household goods. The most modern forms of coverage are being provided in all departments.

In addition to the above, the Company has further broadened its underwriting power in the writing of fire insurance, together with the several allied lines of insurance which are written as a part of the fire insurance coverage. In practically all areas of the country a much larger fire insurance policy is now available to take care of the rapidly increasing valuation on drug stores, buildings and dwellings. This is all part of a program to better provide all of those connected with the drug trade with their insurance requirements. The Company has served druggists exclusively for 51 years and intends to continue that practice and now insures just about half of the drug stores of the country.

The Company has always felt that a druggist is a preferred risk. Because of this, through special filings, it has been able to save the drug trade a substantial amount of money on the writing of this insurance. Experience has shown that the Company was definitely correct and that druggists, generally, have been preferred risks and therefore have been entitled to the preferential treatment which they have received. This treatment has been not only a saving on the cost of insurance but also in the form of faster and better loss adjustments. The Company has representatives in 41 of the states and is exclusively at the service of the drug trade.

Koonce Drug Company Moves into Shopping Center

In moving into its new home in the new Chadbourn Shopping Center, the Koonce Drug Company, Chadbourn, North Carolina, celebrated its 50th Anniversary.

Following a fire in Jacksonville in 1907, Mr. John E. Koonce, Sr. bought part interest in the Withers-Brown Drug Company of Chadbourn. Later, in 1913, Mr. Koonce became sole owner of the business, and changed the name to J. E. Koonce Drug Company.

In 1926 the store was moved to larger quarters. The shopping center is the third home for the Koonce Drug Company.

Current owners of the store are Sam G. Koonce and George Blake. Mr. Koonce, the son of the former owner, who retired last year, is a graduate of the UNC School of Pharmacy. His partner, Mr. Blake, has been a member of the firm since 1926; is a former mayor of Chadbourn.

Insures Walls

A member of the NCPA has some small cottages which he rents by the month. With a very modest investment in the cottages, he has each covered with a $1,000 fire insurance policy.

Recently one of his renters wanted to add a bit of color to his rented quarters; had the walls covered with some wallpaper at his own expense.

After the job was completed, the renter, so proud of the new look he had given the premises, had the "walls" insured for $2,000.

So far there have been no objections from the owner; says if his renter wants to insure the walls of the cottage its okay with him. After all, what's a small insurance premium when compared with the pleasure one gets from modernizing the premises.

New DISH-O-LATOR

TRADE MARK

a complete dishwashing system in one package

Specially designed for small and medium-sized restaurants, drive-ins, diners, coffee shops, luncheonettes, institutions—and similar places serving patrons quickly with a minimum of attendants. Dish-O-Lator is a complete dishwashing system in one package. It does the whole job—even to the disposal of garbage—largely without the use of human hands. With one operator it handles as many as 3600 dishes in an eight-hour period. It is skillfully engineered and designed in every detail after thorough field tests. All elements are arranged to provide for a continuous flow of operations. The Dish-O-Lator makes it easier to secure and retain competent help. Savings in labor, china breakage, and garbage handling will pay for the unit in a surprisingly short time. For the solution to your dish-washing problems, come in and see this unit yourself, or write to us for complete information.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGINIA

Random Comments

By W. J. Smith

- Local pharmacist says one trouble with some young people these days is that they are looking for a future with no job in it.

- Ciba informs us the substance in poison ivy, oak and sumac that has caused humans so much suffering is called "urushiol." And further, the company informs us their new Antivy Lotion, containing Zirconium, will effectively inactivate it.

- Human error is by far the biggest cause of auto accidents. Figures compiled by The Travelers Insurance Companies show that in 96% of the fatal crashes last year, the automobile was in apparently good condition. Clear, dry weather prevailed in more than 85% of these instances.

- One pharmacist was overheard talking to another: "I wanted my son to share in the business, but the government beat him to it."

- We were interested in the success story of a Washington auto salesman. A beginner, never having sold a car in his life, he hit upon the idea of inserting hand-written notes (Call me about your car) under windshield of parked cars. Many called; some were angry when they learned what it was all about, but he sold two cars the first week. In twelve months, the salesman was No. 2 out of force of 40 salesmen; was No. 1 last year. Earns about $17,000 a year.

- Frantic wife called the family doctor: "Come quick, Doctor—when he got up this morning he took a pill for his ulcer, an aspirin, a cold pill, an iron pill, a vitamin pill, a Miltown—then he lit his cigarette and there was this explosion."

- A man encountered a friend who said, "I hear your brother has just left Penn State and is living in the Park Central."

  "Well," replied the friend, "that's not quite the way it is. My brother has just left the State Pen and is living in Central Park."

- Progress: In 1870, according to estimates, about 20% of our people were illiterate, unable to read and write. Today more than 97% of our people can read and write.

- Dr. R. G. Wheeler of the University of North Dakota issues this authorative statement: "Ants spend a lot of time loafing. We get an impression of activity, but that's because there are so many ants, and all look alike."

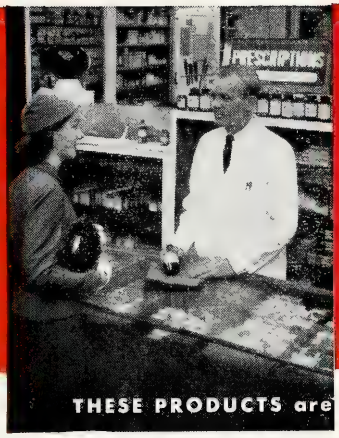
- Greensboro pharmacist reports friend called in insurance agent; requested he cover everything in the store except the clock. "Why not the clock?", inquired the agent. "Well," said the friend, "I'm sure it will never be taken; my clerks keep constant watch over it."

- The teacher wound up her talk on animals by asking, "And from the skunk we get fur; isn't that right, Johnny?" "I'll say it is," said Johnny. "As fur as possible."

- The death rate from pneumonia, influenza and tuberculosis has dropped about 90 per cent since 1900 in the United States, Health Information reports. HIF attributes the improvement to medical advances, particularly new drugs, and to better living conditions.

- It would be interesting to be able to observe the reaction to present conditions of an early merchant who said: "When whale oil is gone, the world will be plunged into darkness."

- Uncomfortable feeling. On Easter morning, our minister wished us "Merry Christmas"; said he did not expect to see some of us until the yuletide season rolls around.



THESE PRODUCTS are being detailed in your area THIS MONTH

Is your Stock in Step with

Robins PROMOTION

so that prescriptions may be filled promptly?

Antispasmodic-Sedative

DONNATAL® Tablets • Extentabs Capsules • Elixir

Dependable, safe, clinically proven. Prescribed by more physicians than any other antispasmodic.

Therapeutic B Complex with Vitamin C

ALLBEE® WITH C Capsules

"Saturation dosage" of essential B complex factors with 250 mg. ascorbic acid. Ethically promoted.

Extended-Action Analgesic

DONNAGESIC EXTENTABS®

Extended action tablets of codeine with Donnatal. 10-12 hr. pain relief on single dosage. 2 strengths.

Digestive Enzyme Supplement

ENTOZYME® Tablets

Prescribed in digestive and metabolic disturbances; psoriasis; with special diet in diabetes mellitus.

Antacid-Demulcent

ROBALATE® Tablets • Liquid

Dihydroxy aluminum aminoacetate in a choice of exceptionally palatable forms.

...why not check **NOW!**

A. H. ROBINS CO., INC., RICHMOND 20, VIRGINIA

Ethical Pharmaceuticals of Merit since 1878

Our Cover Page this Month

Jesse W. Tyson, Immediate past president of the North Carolina Pharmaceutical Association, presents "The Pepsodent Presidential Scholarship" to Samuel Goodwin of Monroe.

The scholarship, awarded annually by The Pepsodent Division of Lever Brothers, is valued at $500—$100 for the first three years, $200 the last year.

Mr. Goodwin graduates from the Monroe High School this spring, where he has made an excellent scholastic record. Now working part time at Gamble's Drug Store in Monroe, Mr. Goodwin plans to enroll in the School of Pharmacy, University of North Carolina, this fall.

John W. Saunders of Raleigh, who received the 1956 Pepsodent Scholarship, now enrolled in the School of Pharmacy at Chapel Hill, continues his work under the original grant. Eventually it is anticipated four pharmacy students will be recipients of the Pepsodent Presidential Scholarships.

Objectives of The Pepsodent Presidential Scholarship Program are: (1) Stimulate interest among high school students in professional pharmacy as a career; (2) contribute to the growth and development of professional pharmacy; (3) recognize the importance of the professional pharmacist and his contributions to the welfare of the individual and the community; (4) assist state pharmaceutical associations in developing future leadership for the profession; and (5) emphasize the importance of the president of the state pharmaceutical association and recognize his unselfish service and valuable contribution to the high standards and competent performance of his profession.

Narcotic Act Amended

The State Narcotic Act (Section G. S. 90-97) has been amended as follows:

"(4) not more than two grains of opium, or (5) not more than two grains of papaverine or any of its salts, or (6) not more than two grains of noscapine or any of its salts, or (7) not more than one-fourth grain of ethylmorphine or any of its salts, or (8) not more than one-half grain of dihydrocodeine or any of its salts."

Briefly, under this section, paregoric remains as an exempt narcotic item; several drugs have been added to the section to take advantage of rulings of the Federal Commissioner of Narcotics.

All drugs mentioned above must be sold in accordance with Federal regulations governing the sale of exempt narcotic preparations.

The bill was introduced by Senator Bennett, supported in the House by Rep. Henley. At a hearing before the House Health Committee, Mr. F. O. Bowman made a very convincing plea for enactment of the bill; got not the usual "favorable report" but a "very favorable report."

News Briefs

Joel Simmons, pharmacist and owner of the Caldwell Drug Store in Granite Falls was in charge of a recent Rotary Club program. A penicillin film was shown.

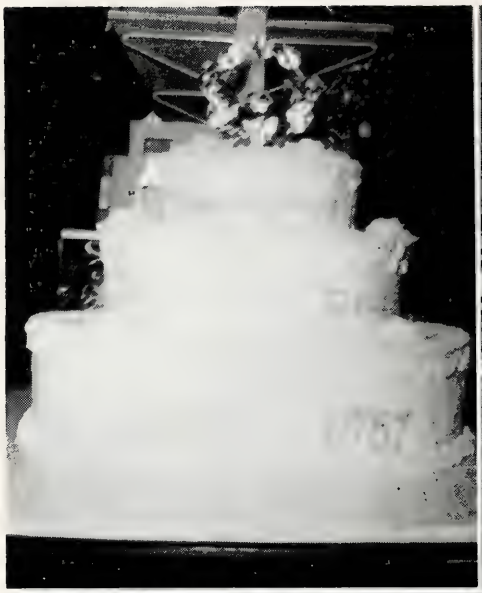
John Barringer has joined the staff of Shields Drug Company, Carthage. For the past year he has been employed by the Flynn Drug Company, Winston-Salem.

D'Arcey Yancey, 74-year-old colored pharmacist of Wilson, died April 12.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois



Burlington Drug Celebrates Golden Anniversary

Burlington Drug Company, 108 East Front Street, Burlington, organized April 2, 1907, celebrated its Golden Anniversary, beginning with a prize registration on March 28, concluding with open house on April 2.

On April 2, the store's fountain was closed from 2 to 9 P.M. during which time punch, coffee and cookies were served to all comers.

For the occasion, the fountain employees wore cardboard-fashioned crowns of gold.

Mrs. Joe Barbour, Mrs. A. F. Barbour and Mrs. M. B. Lynn acted as hostesses, giving away small packages of drug items, candy and novelties, all packaged in cellophane envelopes.

Door prizes given away included a movie camera, an electric mixer, picnic table, electric clock and billfold. Seven additional prizes (toilet sets, carton of cigarettes) were also awarded during the day.

Pictures on Opposite Page

Top: The large 3-tier cake which was the center of attention as the Burlington Drug Company celebrated its Golden Anniversary. Mrs. Joe Barbour (right) is shown cutting the cake, which provided many generous slices for visitors to the pharmacy.

Center: The store's personnel is shown. Seated, left to right: Pharmacists Raymond Barrett, B. H. Wolfe and Joe Barbour (owner).

Bottom: Part of the large anniversary crowd is pictured; Mrs. Barbour assisted in serving punch to many well-wishers who visited Burlington Drug during its 50th Anniversary Party.

GOODS ALL SOLD Lilly WERE WELL BOUGHT

Feature This Small-Fry Vitamin... for King-Size Profits

Are you "fishing" for extra profits? Bait your "sales hook" with 'Multicebrin' Jr. (Pan-Vitamins, Lilly).

Parents are becoming increasingly aware that active, yet finicky-eating 'tween-agers (5-to-12-year-olds) need a comprehensive vitamin supplement as much as or more than any other age group. They will appreciate your recommendation.

Ten bottles of 60 'Multicebrin' Jr. are supplied in an attractive counter-display unit. Let us have your order today.

WE ARE A Lilly DISTRIBUTOR

THE PEABODY DRUG COMPANY

Durham, North Carolina

Professional Window

By JAMES W. HARRISON

There are several kinds of window displays suitable for promoting better relations between the pharmaceutical and medical professions. One such was used by Eckerds-Patton in Asheville for the period of March 16-31. It succeeded in selling one idea and one idea only—public appreciation for the services rendered by the Doctor. Themed on Doctors Day, March 30, the display was a literal "Stop, Look" sign in effectiveness.

A detailed description will perhaps germinate an idea for other pharmacists. The total display is a doctor's reception room, the front facing the store's entrance, one side facing the street. The foreground is roomy, giving the illusion of depth. The entire floor is covered with a green carpet. On the right, audiencewise, is a comfortable chair for the patient while in tete-a-tete with the doctor, a smoking stand and magazine rack with current magazines and a pot of red geraniums in the right background grace the scene.

The doctor behind a desk with a nurse in attendance are depicted by lifelike mannequins. Both are in spotless white. The doctor wears a stethoscope while ready to his hand, holding a pen, is a prescription pad. Other props on the desk are a glass jar and ashtray, left, and a penholder and inter-com call box, right. On the wall are three Parke-Davis "History of Pharmacy" pictures appropriate to pharmacy and medicine. A card, lettered "Doctors Day, March 30th," is visible. Directly in front of the doctor's desk is a card with the legend "Doctors Day. On this one day a year remember your doctor and the real service he has done for you and your family. Consider how much more difficult your life could have been without good medical care, and go to the trouble to let your doctor know that you appreciate him." A doctor's bag in front of the desk completes the floor

props. Part of a wall of simulated brick directly behind the nurse holds white geraniums.

To the left of the nurse, not photographed, there are two glass-shelved stands. The first holds a carton containing a sphygmomanometer, an opened carton of Kleenex and a leather hypo case. The second stand holds an infant aspirator, ear syringe, and infant syringe on the top shelf. The second shelf has a pair of surgeon's gloves and the third shows a sphygmomanometer. All the props convey the idea of some of the articles identified with the profession. Probably the only discordant note, and this is a facetious observation, is that the magazines are too new, not having the vintage of those periodicals sometimes found in doctors' offices.

Such a window invites the casual onlooker, then recruits him to interest, desire, and action. What more could any selling device have than the basic elements that capture attention, create interest, inspire desire, and compel action? In this case there is a definite, computable result to be analyzed. This is attested by the actual swarm of onlookers who voluntarily commented on the appearance, idea, and entire conception of the display. While this result may be one of the intangibles, it is no less a result that may well birth a catalyst to react into a tangible and leave a nucleus of both for future accumulation.

A professional window display calculated to serve as a medium of public and/or professional relations requires no unattainable source of talent or skill in manipulating various props. Almost every operator has at least one person who is able to execute attractive window displays. Undeniably, window dressing is an art, but it is still an art that may be taught and learned. In the case mentioned, Eckerds employs a full time display man. He is able to grasp an idea or even generate one and carry it into execution with a vivid imagination and a somewhat extraordinary dexterity, keeping before him the primary objective of display. He started with an aptitude, then developed it. Others can do the same.

The average pharmacy, however, does not employ a full time display artisan. Some use a professional for a particular job or rely on one of the personnel who has an aptitude. Nevertheless, any pharmacy may accomplish near miracles with the means at hand. That many do not take advantage of the talents available in their own organizations, or create and train such a source is a condition that should be changed. As a public relations vehicle, the window plays a very significant part in impressing the public with the importance of the role of the pharmacist in the health life of the public and his community.

Attends Hospital Meet

Wade A. Carter, Pharmacist at the Gaston Memorial Hospital in Gastonia, was in Roanoke, Virginia recently for a meeting of the Carolina-Virginia Hospital Convention.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

NOW! THE BEST IN BOBTAILS

By *Stanley Knight*

NEW TYPE CORRUGATED AREA—Recessed, does not drain into sink. Separate drain for waste liquids.

ONE-PIECE DRAWN SINKS—No cracks or crevices. Sinks are one-piece drawn stainless steel for easier cleaning, better sanitation.

FINGERTIP DRAIN RELEASE—No more reaching into hot or dirty water to drain sink.

Stanley Knight Bobtails also feature engineered refrigeration with separate refrigeration circuits—instantaneous water cooler—sanitary bottle storage and syrup rail with concealed refrigeration coils—one-piece heavy gauge stainless steel top and all steel construction throughout.

5 MODELS TO CHOOSE FROM

WRITE FOR STANLEY KNIGHT CATALOG OF FOUNTAIN AND LUNCHEONETTE EQUIPMENT TODAY

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251—CHARLOTTE, N. C.

PHONE EDISON 2-8945

JIMSON WEEDS

BY JIM HARRISON

You might wonder why a news column with such a title. Of course you know there are many varieties of Jimson Weeds, that it is still in the N.F., that it is Stramonium, the official being *Datura Stramonium* or its variety *Datura Tatula*, although I always thought of the *Tatula* as being the Thorn Apple.

Why such a rank smelling weed with a habitat of garbage dumps and trash piles? Yet there is hardly a thing in this whole wide world that is wholly ugly, even in connotative suggestion, and its fruits and flowering tops have a certain beauty. Besides, it yields some useful and valuable products.

Speaking of value, there was once a prolific growth of Jimson Weeds in my backyard. I cut it down intending to dry it, then burn it. My then young son said, "Daddy, don't burn it. Let me sell it." Then he talks a neighbor into the loan of a horse and wagon, loads it with Jimson Weeds, takes it down the road to Penicks's and returns home with $17.89 (He bought an ice cream cone on the way back.)

So, the title isn't taboo by any sort of standard. Then if one doesn't allow his imagination to play havoc with his suggestion powers, it isn't such a bad title after all. The word "Jimson" lends itself to type play when connected with JIM harriSON.

Then, here goes with some news items under this column name.

* * * * *

Flowering Tops

It is a pleasure to mention some activities that have transpired at Caldwell Drug Store, Granite Falls, since January. It seems that Joel Simmons, proprietor, his bundle-of-energy-helpmate Ann, and the boys and girls of this pharmacy have been busy remodeling the store. The job must be completed by now because I had an invitation to attend open house March 31. This is being written March 26.

While they were removing the old floor at the soda fountain, quite a bit of old money, mostly silver, was unearthed from a limbo of many years, dropped from the pockets or hands of patrons of a generation gone. This money was placed in a jar on the fountain and earmarked for the Rescue Squad. (Oh, yes, Granite Falls has a CDU). The latest count showed more than $19.00 unearthed, with prospectors still prospecting for coin.

Joel and Ann use a lot of their time in civic endeavors. Already this year Ann has addressed the Granite Falls Garden Club on "Drugs and Flowers of the Scriptures." (*Sotto voce:* this reporter had the pleasure of doing some of the research necessary for the presentation.) Timely with Ann's address, Joel made a display of the drugs mentioned and placed it at the prescription counter with appropriate legends and accessories to excite interest and comment from their patrons.

Joel belongs to a group composed of young men, ex-GIs, college students, vocalists and others who enjoy Sunday night get-togethers around a row of sandwiches and a pot of coffee. They meet weekly after Sunday night church at a local sandwich shop. Now they have formed the "Royal Order of Sunday Nite Donut Dunkers, Ltd." Much food, soda pop and coffee are consumed; much conversation is tossed hither and yon. Such diverse subjects as range from "To Dunk or not to Dunk" to whether or not the town fathers should term the fire engine a suppressor of combustion or a mounted pump, and Einstein's theory come up for discussion. This Club has officers but no dues. Joel is the Donut Cutter. And they do have a good time.

Fruiting Tops

This Simmons team takes the profession seriously. Besides remodeling the store for greater service to the public, there is a clerk training program in full force that is yielding results more noticeable every day. Joel subscribes to a weekly series of clear training letters and suggestions from the mind of one of the leading authorities on the subject. He supplements these lessons with his own version of teaching as adapted by in-

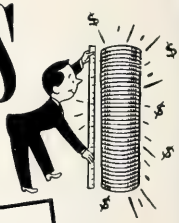
(Continued on Page 239)

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS
or
100 TABLETS

...a better value for your customer!

dividual conditions. He enlists the aid of salesmen and manufacturers' representatives who have a good record in salesmanship. He sends or takes his clerks to sales clinics, thence they are benefited by Joel's own ability to stimulate enthusiasm for the job. His and Ann's inspiration create enthusiasm.

For example, one of the newcomers to his sales force, a youngster by name of Larry Estes whose previous experience was gained in a furniture store, has become so enthusiastic in giving the public that extra service so much in demand and so much appreciated that he goes to great lengths in his efforts to increase his selling ability. Too, he is spurred on by the veterans of the staff who have more drug store experience. He is fast transforming himself from a mere clerk to a bona fide salesperson. You should have seen him in action just before St. Valentine's day.

Yield

Something like this transpired:

Larry: (after attending customer's spoken wants) "All men should take a box of candy home at least once a week. Here is one that is sure to please your wife." (Places heart box in customer's hands)

Customer: (hesitates, but takes proffered box) "Gosh! My wife's on a diet. She'd murder me if I took that home. She's gain 10 pounds. Here. Put it back."

Larry: (smiles) "On a diet? Well, that's all right. I'll show the bathroom scales in a minute, but first, take a look at this box of reducing candy. You can still take her a box of candy for Valentine day. (places package of 'Ayds' in customer's hands) She won't gain an ounce."

Customer: (peers at Larry with a glint of admiration in his eyes) "All right, Larry. How much is it? I ought to take you home with me to coach me how to present it." (Takes out wallet, which Larry sees)

"You'll say it pretty enough. Now let's look at these weighing scales and, by the way, you need a new wallet. Yours has been some rough usage. We have a full line of all kinds of wallets and purses and. . . ."

Customer: (interrupting) "Aw, Larry; I'll look at those after lunch. Maybe I'll get a billfold for my birthday next week."

(As customer exits Larry is observed making an entry in a pocket notebook.)

Sequel: Customer's wife visits store next day and—you guessed it—Larry sold her a billfold for hubby's birthday. He also took the time to show and explain bathroom scales and got some help from Joel on the kinds of vitamins to sell a person who is following a regime of dieting.

See what I mean: In those stores that have a definite program of clerk training, such occurrences as this are becoming commonplace. It's not hard to do.

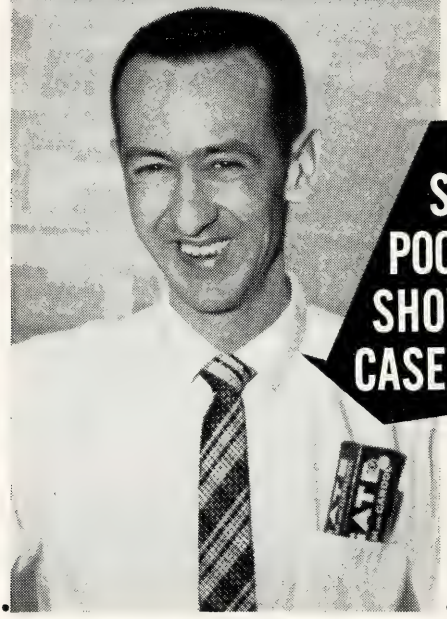
Alkaloids

It was cold and snowy Monday night, March 4 and the road across Soco Mountain was icy and slick. Such conditions had no terrors for members of the State Highway Patrol in Swain County. They had a job to do.

A young high school boy, 18 or so, had developed tetanus or lockjaw—something rare these days. All the available antitoxin from the pharmacies and hospitals in Bryson City had been used in treating him and more was urgently needed. Felix Potts of Swain Drug Store, Bryson City, enlisted the aid of Sergeant Sandlin of the Swain County Unit of SHP and his wholesaler salesman, D. M. Griffith of Dr. T. C. Smith Company, Asheville. "Griff," as he is affectionately known in his territory, called Stacy Smith in Asheville and arranged for a supply of the antitoxin to be handed to a SHP Patrolman in Asheville who had previously been alerted. Then the famed relay system of SHP went into action. This was shortly after nine o'clock. A relay from Asheville to Waynesville to Bryson City functioned so well under far from ideal conditions of roads and weather that the antitoxin was delivered to Swain County Hospital in Bryson City a mere hour and half after the initial activity began. It is reasonable to assume that a young life was saved. Who knows to what heights this young spared life

(Continued on Page 241)

$100 PROFIT-MAKING IDEA



For his SHIRT POCKET SHOW-CASE

Miles salutes
PHARMACIST J. W. RUSSELL

Russell Drug Store, Fullerton, Nebraska

"Each morning I select one item and place it in my shirt pocket. When customers ask why I'm carrying it there, it's my opportunity to sell them on this item. I make extra sales and people even drop in to see what item I'm carrying for the day."

$50.00 TO MR. HERB BIVINS,
Wholesale salesman, who services Russell Drugs for McKesson & Robbins, Inc., Omaha, Neb.

SEND IN YOUR "PROFIT-MAKING IDEA"

If published, we'll pay you $100.00 and an extra $50.00 to your wholesale salesman. Be sure to include his name and company with your "idea". All "ideas" sent in become the property of Miles Laboratories, Inc., to be used as it sees fit.

MAIL ALL "IDEAS" TO: Miles Laboratories, Inc.
Dept. TC-5
Elkhart, Indiana

NEW Two-Sided Display

Makes valuable floor space pay big double profits!

This side sells **ALKA-SELTZER®** BRAND

This side sells **BACTINE®** BRAND

YOUR MILES SALESMAN WILL INSTALL IT FOR YOU

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the retail Druggi for more than 70 years

JIMSON WEEDS

may ascend, what riches and world may enjoy because of it?

More and more, every day, people like the noblemen of State Highway patrols and the health professions are blending their talents, their willingness to serve mankind in self effacing manner with and in a spirit that has nuances of nobility. Even though these occurrences are fast becoming commonplace, the participants in these little dramas will never cease to play their roles with modesty and the consummate extroversion which are the dominating traits in those people who live by the "Golden Rule" and who are accountable to their own peace of mind and their own high calling.

Pruned from the Branches

School Board. We notice in the newspapers that Beaman Pinner, of Pinner's Drug Store, West Asheville, has been elected and appointed to the School Board of the Asheville Public Schools for another six-year term. Beaman is now in his eleventh year of service on the Board, having been vice-chairman for the past three years. The *Asheville Times* of March 23 pays him special tribute in an editorial, then goes on to point out that the years just ahead will be critical ones for all public school systems in North Carolina and that Asheville is indeed fortunate in having a city school board made up of such competent and dedicated citizens.

* * * *

Ownership Changes. Wachtel's Surgical Supply Company of Asheville was sold in March to Francis Manley and B. H. Glymph. Manley was a Wachtel salesman for the past 19 years and Glymph had been the J & J hospital representative for the past 10 years. The new owners plan on retaining the Wachtel name and redecorating the physical plant. More inventory and display space will be added.

Miss Evelyn Fragge, with Wachtel since 1928 and Mrs. Vera Brown, with Wachtel's since 1943, started their own surgical supplies company April 1. The new company, known as Fragge Surgical Supplies, Inc., is located at 441 Biltmore Avenue.

Clyde Pharmacy Sold. Bennette Lott, associated with Ray Coppedge at Asheville Pharmacy for the past few years, purchased Clyde Pharmacy from Dantzler and McKittrick of Waynesville and assumed operation April 1. For the present Lott will commute from Asheville to Clyde. He plans to take up residence in Clyde later.

Suffer from "One-Thirditis"

Edward Mogull, vice-president of the Connecticut Pharmaceutical Association, says many pharmacists are not operating their prescription departments profitably and thus their entire drug store operation is suffering.

Mr. Mogull says there are three reasons for this situation: Pharmacists do not know their true cost of operation, they do not price prescriptions properly and they adhere to "one-thirditis."

Transfers

D. Graham King, until recently with Reaves Drug Store, Fayetteville, has joined Wyeth Laboratories, with headquarters to be in Richmond, Virginia.

Murphy Thomas Wagner, with the United States Public Health Service, has been transferred for Philadelphia to the USPHS Hospital, Manhattan Beach, Brooklyn, New York.

"Pinched"

Publicity appearing in the newspapers of the state indicate agents of the Food & Drug Administration have been active in Rockingham County.

Under one heading, "Druggists Pinched," details are given of the arrest of six persons charged with refilling "legend drugs" without authorization of the prescribers. The persons named in the indictment have posted bonds from $500 to $5,000.

Quotable Quote by Marty Simpson, Lederle Labs.

"During the thirties, a herd of 350 horses and later 28,000 rabbits were assembled at Pearl River, N. Y. to make serums for 33 types of pneumonia, then a leading cause of death. After only 18 months, advent of the sulfa drugs made them obsolete and close to $1,000,000 had to be written off in facilities and serum."

DOINGS

OF THE AUXILIARIES

REPORTERS

- **Charlotte—Mrs. James A. Wolfe**
- **Wilmington—Mrs. W. R. Adams**
- **Greensboro—Mrs. J. A. Ranzenhofer**
- **High Point—Mrs. J. Louis Coble**
- **Raleigh—Mrs. Romas T. White, Jr.**
- **Winston-Salem—Mrs. John Holland**
- **Pharmacy Wives—Mrs. Paul Stevenson**
- **Alamance—Mrs. C. A. Wharton**
- **Rowan—Mrs. E. R. Fuller**

Charlotte

Local radio and television announcer, Alan Newcomb, spoke in a most entertaining and informative manner to the Charlotte Auxiliary at the April luncheon meeting. Mr. Newcomb humorously related some of his experiences during World War II in England and Germany, concluded with serious observations he had made concerning basic differences between the American and Russians, nationality differences he had observed while a prisoner of war in Germany. As a result of his war experiences, Mr. Newcomb wrote a best-seller entitled "Vacation with Pay." He was introduced by Mrs. Gilbert Colina, Program Chairman.

The devotional was given by Mrs. Floyd Johnson. A lovely table arrangement of wisteria, tulips, and iris in shades of lavender, yellow, and red by Mrs. W. K. Gardner decorated the head table.

The following guests were introduced—Mesdames Sam Hill, W. T. Dowtin, M. O. Kirkpatrick, and R. H. Marston, a charter member of the Charlotte Auxiliary now living in Scotland Neck. Door prizes were won by Mrs. Luke Blackmer, Mrs. M. J. Dean, and Mrs. M. O. Kirkpatrick.

Rowan

The March meeting of the Rowan Drug Auxiliary was held at DiMizio's with eight members and two visitors present. Mrs. M. L. Joye was welcomed as a new member.

Mrs. Henry Fairley's garden provided the floral arrangement used as a table centerpiece.

Following lunch, Mrs. Edwin Fuller, president, gave the devotional. Mrs. Robert Milton, program chairman, presented the speaker, Mrs. P. W. Kendall of Charlotte, president of the Woman's Auxiliary of the N. C. P. A. She spoke on the history and origin of the state auxiliary.

Mrs. Fuller appointed the following to serve as a nominating committee for the selection of officers for the new year: Mrs. James Patterson, chairman, Mrs. Harold Kenerly, and Mrs. Robert Julian.

High Point

Mrs. Carson Southern was hostess to the High Point Pharmaceutical Auxiliary on Thursday, April 4th.

A fashion show followed by an informal talk by Mrs. Gladys Dawson, highlighted the evening. Several of the members modeled hats.

Mrs. E. R. Anderson, Jr., presided over the business meeting and called attention to the convention to be held in Charlotte, May 5-7.

The Auxiliary voted to send a contribution to the Institute of Pharmacy.

A nominating committee, composed of Mrs. Joe Bland, Mrs. W. O. White, and Mrs. Louis Cobb, was appointed to prepare a slate of officers for the coming year. Mrs. R. M. Calhoun was appointed treasurer to fill the vacancy of Mrs. Bruce Williams, who is moving soon to Nashville, N. C.

Raleigh

The Sandhills Room in the S & W Cafeteria was the setting for the May meeting of the Raleigh Woman's Drug Club. A short business session was held and officers for the year 1957-58 were installed by the retiring president, Mrs. W. F. Elmore. The officers are:

Mrs. R. L. Brown, president
Mrs. Henry P. Ferrell, vice-president
Mrs. Romas T. White Jr., secretary
Mrs. Joe Gillespie, treasurer
Mrs. W. W. Jordan, reporter

As the meeting adjourned door prizes were awarded to Mrs. J. R. Brockwell and Mr. Ralph E. Woodcock.

Wilmington

The Wilmington Drug Club Auxiliary held its April meeting at the home of Mrs. Nathan Herring, with Mrs. Tim Bowen serving as co-hostess. The president, Mrs. A. J. Simeone, presided over the business session.

Plans were discussed for the Family night entertainment of the Salvation Army, sponsored by the Auxiliary on April 30th.

The members brought articles for the layette which is given annually to the Salvation Army, and it was agreed that funds would be provided Mrs. B. C. Brown to supplement the articles contributed.

Mrs. V. J. Lindenschmidt and Mrs. Simeone volunteered to serve as chaperones for the Y-Teen Dance.

Mrs. P. H. Heaton, Jr. presented the report of the nominating committee, and the following officers were elected to serve for the coming year: Mrs. W. M. Laign, President; Mrs. George Turner, vice-president; Mrs. V. J. Linenschmidt, treasurer; Mrs. Robert Jones, Recording secretary; Mrs. J. L. Holloway, corresponding sercetary.

Bingo was enjoyed, and attractive prizes were awarded to winners of each game.

Pharmacy Wives

The Pharmacy Wives Organization of Chapel Hill held its final meeting of this school year on May 1st at the Institute of Pharmacy. At that time, the following officers were elected:

President, Mrs. Daniel Winstead; Vice President, Mrs. Paul Stevenson; Secretary, Mrs. David King; Treasurer, Mrs. Ivan Villard; Publicity Chairman, Mrs. John Bullock, Jr.; Refreshment Chairman, Mrs. Paul Walker; Project Chairman, Mrs. Marion McCurdy; Hospitality Chairman, Mrs. Ben F. Cooper; Historian, Mrs. William Ponder.

The senior pharmacy wives were entertained by the club at a party Thursday night, May 9, at the Institute of Pharmacy. There was entertainment and refreshments followed by the presentation of diplomas to the "graduating pharmacy wives."

For seventy-two years

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Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY

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HOWELL HALL HAPPENINGS

The Post-graduate Seminar in Prescription Pharmacy on April 3 sponsored by the School of Pharmacy and the U. N. C. Extension Division was a very happy occasion, first in bringing so many pharmacists back to the school and second for the many compliments on the success of the occasion both from the pharmacists and their wives. It was noticeable that Eastern North Carolina was represented slightly better than Western North Carolina. A more complete story on the Seminar appears elsewhere in this issue of the CAROLINA JOURNAL OF PHARMACY.

''Viscosity'' was the subject of a one-half hour television program presented in the Nature and Science series for high school students on WUNC-TV on March 25 by Dean E. A. Brecht.

Dean Brecht lectured on ''Formulation Aids'' at the Intra-VA Pharmacy Conference held in Durham on March 27.

Dean Brecht gave a lecture and demonstration on artificial respiration to the second half of the senior class in the School of Nursing on March 29.

Dr. Ben F. Cooper discussed ''Prescribing by Dentists'' at the meeting of the Forsyth County Dental Society in Winston-Salem on April 2.

Dr. Herman O. Thompson was elected Secretary-Treasurer of the Elisha Mitchell Scientific Society.

Edward Lee Smithwick, first-year student from Morehead City, was initiated into Phi Eta Sigma, honorary society for freshmen.

Nancy Margaret Faison, first-year student from Shelby, and William Luther March, third year student from Marshville, are members of the University Band this spring.

Pharmacists who have recently obtained materials for speaking on pharmacy as a career in local high schools have included Alfred F. Cole, Roxboro; Wade A. Gilliam, Winston-Salem; and Frank Brooks, Jr., Siler City.

Four papers were presented at the national convention of the American Pharmaceutical Association in New York City: ''A Study of the Effect of Lubricant and Fines on a Tablet Granulation'' by F. C. Hammerness and H. O. Thompson, ''An Investigation of the Incompatibilities of Quaternary Ammonium Germicides in Compressed Troches'' by Nicholas H. Batuyios and E. A. Brecht ''The Influence of Selected Surface-Active Agents on Tablet Disintegration Time'' by Ben F. Cooper and E. A. Brecht, and ''Aqueous Vehicles to Simulate Liquid Petrolatum for Nasal Preparations'' by Earl T. Brown and E. A. Brecht.

Donald Joseph Miller, fourth-year student from Raleigh presided as chairman at the national meeting of the Student Branch of the American Pharmaceutical Association in New York. In addition to Don the North Carolina delegation of students included Joe E. Smith, official delegate, Connelly Springs; Shirley Weaver Bumgardner, Wes Jefferson; Donald Kermit Carter, Dallas; John Michael Lazarus, Sanford; and William Whitaker Moose, Mount Pleasant.

The School of Pharmacy Museum has received three interesting gifts: 1. An old soda glass such as was used long ago for sherbets made with crushed ice; 2. An atomizer patented about 1900. These items were presented by Pharmacist E. S. Benson of Wilmington. 3. A set of old-fashioned square apothecary weights used in the drug store of F. S. Duffy in New Bern, the service beginning when the shop was opened in 1835. Dr. Duffy was a bachelor and lived in an apartment above the drug store. He was originally from Dublin Ireland. At the time the N. C. P. A. was organized in 1880 Dr. Duffy had been in business longer than any pharmacist in the State. When he died in 1885 at the age of 75, his nephew and namesake, F. S. Duffy, then 17 years old, became the store owner, operating it until his death in August, 1935. Thereafter Bryan Duffy, son of the second F. S. Duffy, continued the operation of the pharmacy until he sold it in 1946 to devote his time to the manufacture of ''Duffy'' proprietaries.

Pharmacy Student Body

The following officers were elected on April 2 for the school year of 1957-1958: President—Malory Hugh Hinton of Middlesex; Vice President—Wayne Melvin Buie

Winston-Salem, Secretary-Treasurer—Loretta Johnston of Harrells, and Men's Honor Council Representative—David Ramsey Davis of Williamston.

Student Branches

The following officers were elected for the coming school year: President, James Louis Cabinet of Winston-Salem; Vice-President, Donald Kermit Carter of Dallas; Secretary, Dorothy Etta Johnson of Harrells; Treasurer, Benjajmin Tillman Alexander, Jr. of Charlotte; Assistant to the President, Ray Gordon Hagwood of Raleigh; and Executive Committee Member, Billy Thomas Allen of Raleigh.

Kappa Psi

The Beta Xi Chapter of Kappa Psi acted as host for the Bi-annual meeting of Province VI on April 6. The National Chapter was represented by the Grand Secretary, Dr. Frank H. Eby of the Temple University School of Pharmacy. Dr. Eby was accompanied by Mrs. Eby. They commented on their enjoyment of Chapel Hill in its spring beauty.

David Allen Norris

David, born March 9, 1957, to Mr. and Mrs. Charles A. Norris of Charlotte, weighed 7 lbs. 3 oz. at birth. Mr. Norris is associated with Mercy Hospital Pharmacy. Mrs. Norris will be remembered as Barbara Adams. Both parents are graduates of the School of Pharmacy at the University of North Carolina.

Attend Hospital Meetings

James Mitchener, chief pharmacist at Cabarrus Memorial Hospital, Concord, was installed as secretary-treasurer of The Southeastern Society of Hospital Pharmacy at a meeting of that organization in Atlanta in late April.

Mr. Mitchener's associate, Rudy W. Hardy, appeared on the program of The American Society of Hospital Pharmacists, held in New York, April 29, in connection with the annual meeting of the American Pharmaceutical Association.

Give Yourself a

PROFIT BREAK

by selling the

ADVERTISED LINE

HOUR SURVEY

(Continued from Page 215)

from the 111 hours that was about the average in 1928.

In a report compiled by the N. C. Board of Pharmacy for 1953, we find that the average number of hours then was 80 hours a week. This compares with 76 hours a week four years later. This is an indication that hours are becoming shorter each year. I do not know how the revenue compares, but I feel that the revenue is greater, as we are reliably told that drug store sales have continued to increase during the post-war years.

From the committee survey, we find there are several towns which use a rotation system for Sunday, nights, and even Wednesday afternoons. We think this is commendable for several reasons. Chiefly, this indicates the good relations existing among the druggists of these towns. And, without exception, they have expressed themselves as very happy with this system. I would like to read to you a reply from one of the towns. No doubt some of you will know the town I refer to, and there is probably some pharmacist here from that town. However, I prefer not to make a personal reference.

> "The four drug stores of our city have operated cooperatively on the following schedule since the early forties: each fourth week a different store has a long week, opening at 8:30 a.m. and closing at 9:00 p.m.—Sundays included. The remaining three stores are closed on Sunday and they also close at 6:30 p.m. on week days. Since the other merchants of our city have a Wednesday afternoon closing, only the store with the long week remains open on its Wednesday. The other three stores close at 1:00 p.m. That makes us have a long week of 12½ hours a day for 7 days, and a short week of 10 hours per day for only 6 days. We like our plan of operation just fine and hope never to discontinue it. Our plan gives drug services to our city and community every day and night of every week."

According to our survey, 75 stores operate on an early night closing schedule.

Although I told you in the beginning that our committee would not make any recommendations regarding the hours of operation, I would like to make some comments. The successful operation of a drug store depends greatly on the hours and schedules of the doctors in the community; therefore, before you consider any change in hours, it is urged that you consult with your local doctors.

Since I became interested in this subject, I have discussed this question with four doctors. One was a man of about 60 years of age. His thought on the subject was that he had gone to his office at night for over thirty years, and he did not think it had hurt him any. However, due to his age and some other things, he would consider discontinuing night hours. However, his main reason for shortening his hours would be his age and imminent retirement.

I then discussed this subject with a young doctor—about 32 years of age. He made it clear that he expected to serve the public at any time an emergency arose, but unless it was an emergency, he would never go back to his office at night—that he could make a good living without night hours. He felt he was entitled to some time with his family. He said it would be very acceptable to him for the drug stores to close at night—and he would encourage it. It was his opinion that the young doctors today, with the exception of a very few, were not going to practice at night except in cases of emergencies.

I talked with a third doctor who practices in a nearby town. He is about 45 years old. He is keeping office hours at night. However, his opinion was that the young doctors today are not going to keep night hours and that the men of his age would soon take a lesson from them and practice shorter hours. He also felt that if the drug stores would promote such hours and educate the people to shorter hours, it would be wonderful for both the medical and pharmaceutical professions. He would support and cooperate with plans for shorter hours after the public had been notified, and advised that both professions would always serve them at any hour in case of emergency.

A fourth doctor I talked with, about age 50, said he felt his time was dedicated to the people, and he needed to serve them before he considered himself or his family.

So, we have a difference of opinion among the medical profession as well as in our own. However, I feel you will see a great trend toward shorter drug store hours in the next few years.

REPORT ON DRUG STORE HOUR SURVEY

Conducted by Committee on Papers and Queries, N. C. P. A.

1. How many hours is your store open per week?

No. of Hours	*No. of Stores*	*No. of Hours*	*No. of Stores*
45-50	3	81-85	44
51-55	5	86-90	19
56-60	16	91-95	11
61-65	15	96-100	8
66-70	36	101-105	1
71-75	50	106-110	2
76-80	42	111-115	3

AVERAGE: 76 hours.

2. Is your store open at all on Sundays?

YES (Open)—141; NO (Closed)—87; ROTATION PLAN—27

Towns listing some kind of rotation plan included:

Beaufort	Gastonia	Smithfield
Roxboro	Mt. Olive	Wilson
Clinton	Hamlet	Laurinburg
Sanford	Lenoir	Rockingham
Windsor	Henderson	Roanoke Rapids
Whiteville	Statesville	Sylva
St. Pauls	Southern Pines	

3. Do all stores in your city open and close at the same hours?

YES—71; NO-166; ONLY STORE IN TOWN—18

4. Do you stay open more or less hours than other stores in your city?

More hours—43	Same hours—87
Less hours—99	Only store—14

5. Do you and other stores use a rotation system for staying open nights

YES—6 (Towns represented: Oxford, Wadesboro, Dunn, Henderson, Morganton, Lenoir)
NO—226
ONLY STORE—18

6. Do you and other stores use a rotation system for staying open Sundays?

YES—36; NO—195; ONLY STORE—19 (See Question 2 for towns using rotation system).

7. Do you or all stores in your city every night at an hour between 6 and 7 p.m.?

YES—75; NO—164; ONLY STORE—10

8. Would you support a movement in your town to close every night at 6:30 if all stores would cooperate?

YES—169; NO—57; UNDECIDED—18

9. If you closed every night at 6:30 and all day on Sundays, how much would it reduce your cost of operation?

Amount of Reduction	*No. of Stores*	*Amount of Reduction*	*No. of Stores*
0- 5%	13	None	36
6-10%	22	Very little	44
11-15%	4	Only lights & heat	8
16-20%	5	Undecided	20
21-25%	5	One clerk	3
26-30%	1	Some	5
31-35%	2		
50%	1		

Note: 39 listed the amount of reduction in terms of dollars—this ranged from a high of $100 a week to a low of $3 a week, with an average of between $45 and $50 a week.

10. Would such hours of operation permit you to reduce the number of employees on your payroll?
YES—110; NO—122; UNDECIDED—6

11. Would such hours reduce your combined utilities cost?
YES—204; NO—30; UNDECIDED—3

12. Do you think such hours would reduce or increase your net profits?

Reduce—106	Remain same—38
Increase—79	Undecided—11

13. Would you favor and support such hours, giving you more time for recreation, pleasure and family activities?
YES—196; NO—33

COMMENTS:

1. Shorter hours O.K. 6:30 is too early.
2. If you could give doctors and patients suitable service.
3. Yes, but not 6:30. Later.
4. Yes, shorter hours, but not early closing.
5. Would not do much for us.
6. Not with working hours of doctors.
7. Yes, but what about non-registered owners?
8. Conditional yes (see *American Druggist* 3/11/55, p. 85).
9. No, in shopping center.
10. Favor and support—yes; for recreation, etc.—no.
11. Helps very much.
12. Not practical with us.
13. We must give limited Sunday service.
14. Belong to "old school"—no.
15. Impossible in our town.
16. If economically advisable.
17. We owe community a little service.
18. My only pleasure comes after a satisfactory professional job well done.
19. Takes money to live.
20. Yes, close at 7 p.m.
21. Trial basis.
22. It would not give me more.
23. Open at 9 a.m. instead of 8 a.m.—hours are as short as possible.
24. Yes, alternate nights and Sundays.
25. Location makes it impossible.
26. No, a little merchant can't act too independent.

4. Do you feel a program of shorter hours would benefit the so-called "one-man Drug Store"?

YES—232; NO—4; UNDECIDED—7

COMMENTS:

1. You can get tired of being "shut-in" too long and this reduces efficiency and ruins attitude toward public.
2. I don't believe in one-man stores.
3. The one-man stores working unregistered help, are the ones that want to stay open longer in our town.
4. Yes, and would eliminate violations we have to compete with.
5. Only way then we can stay open and comply with law, unless relief pharmacist is available.
6. There's no such thing as a one-man store.
7. Shortest possible hours would certainly help any one-man store.
8. Might make me more healthy, but might put me out of business.

5. How many pharmacists are on duty in your store?

No. of Pharmacists	*No. of Stores*	*No. of Pharmacists*	*No. of Stores*
1	102	4	7
2	125	5	1
3	19		

6. How many drug stores in your town?

Stores	*Reports*	*Stores*	*Reports*	*Stores*	*Reports*
1	30	13	6	26	1
2	42	14	6	28	3
3	35	15	2	29	1
4	17	17	3	30	5
5	17	18	2	31	1
6	16	20	4	32	2
7	3	21	1	33	1
8	16	22	3	34	2
9	6	23	1	35	5
10	2	24	1	36	1
11	6	25	3	37	3

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A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Durham-Orange Club Oks Fluoride

Approval of adding fluoride to municipal water supplies was expressed by members of the Durham Orange Drug Club at a meeting of the organization in Chapel Hill on April 26.

Formal action was taken by the Club following a discussion of the subject by members of the local drug organization in March.

The club also voted to invite the NCPA to schedule its 1958 annual meeting in Durham.

Special guests of the club were the graduating class of the University's School of Pharmacy. A barbecue-brunswick stew dinner was served.

Guest speakers included A. L. Moir, president of the Alamance Pharmaceutical Society; Grover Creech, president of the Johnston County Drug Club; Daniel V. Walker, president of the Greensboro Drug Club; and J. W. Tyson, NCPA president.

Bill Wells, Durham pharmacist, reporte on the recent Seminar honoring the 10 anniversary of the N. C. Pharmaceutical R search Foundation, and NCPA Secreta W. J. Smith spoke briefly of the legislati situation in Raleigh.

Northeastern Club Meets

The Northeastern Carolina Drug Club m April 10 in Williamston, with Mr. Jo Stevenson of Elizabeth City, president of t club, presiding.

Guest speaker was Addison Daniel Sharp & Dohme, who discussed methods making your conversation interesting.

Program chairmen and meeting places f the year were announced. They are:

June: John Mitchener at Washingto August: Jarvis Alligood at Williamsto October: Joe Anderson at Washington; J cember: (ladies night) W. Dorsey Welch Washington; February: C. B. Clark at W liamston.

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Raleigh, North Carolina

629 Million Prescriptions Written in 1956

Medimetric Institute Figures Show 9 Per Cent Increase Over 1955

The total number of prescriptions dispensed by retail drug establishments in the U. S. increased by nine per cent in 1956, the Medimetric Institute disclosed today. The New York research agency, which maintains a permanent panel of almost 1,000 reporting drugstores, put the total for 1956 at 629 million, against 577 million in 1955. Since drug prices rose in 1956, the proportionate increase in dollar volume was somewhat greater, the Institute points out.

Tranquilizers and Hormones Show Greatest Gains

More than half the total increase is accounted for in the tranquilizer and hormone fields. Notable gains were also scored by blood pressure drugs. Most of these today contain Indian snake-root (Rauwolfia serpentina) extracts that likewise have tranquilizing effects, and the Institute estimates that about one in every five such prescriptions is written primarily for that purpose. Other categories showing above-average increases are stimulants (largely containing amphetamine), antihistamines and antibiotics. These six categories preempt more than 80 per cent of the total increase.

Contrary to a widely held impression, tranquilizer drugs, while showing phenomenal gains, were still outranked more than two to one by antibiotics, which account for more than ten per cent of the total in 1956. Systemic analgesics, sedatives and hypnotics, hormones, and vitamins are also well ahead of the tranquilizers.

Continued but Slower Tranquilizer Increase Indicated for 1957

Tranquilizer drugs, the Medimetric Institute believes, have not yet reached their peak. Present indications are that they will run well ahead of the field in 1957, perhaps reaching a total of more than 40 million prescriptions. The increase of over 100 per cent experienced in 1956, however, will almost certainly not be equaled.

As in 1955, the broad-spectrum antibiotic Achromycin (Lederle) was the single drug most frequently prescribed, unless Equanil (Wyeth) and Miltown (Wallace), identical tranquilizing drugs marketed under different trade names, are counted as a single item. All in all, the ten leaders included four tranquilizing preparations in 1956, against two in 1955.

Sedatives, Vitamins Hold Volume

The total population increase in 1956 is estimated at 1.5 per cent, but at both ends of the life span—young children and the aged, both of whom are heavy drug consumers—the increase was somewhat greater. Measured against this benchmark, a number of drug categories in the prescription field barely managed to hold their own in 1956. This was true of sedatives and hypnotics, vitamins, and sulfa drugs and other antibacterials (excluding antibiotics). Chief losers were hematinics and nutritional supplements (excluding vitamins) though the declines shown did not exceed ten per cent.

Outlook for 1957

The Institute views the outlook for the prescription market in 1957 with cautious optimism. Assuming that general business conditions will continue at their present level, the flattening of the growth curve for tranquilizing drugs may nevertheless be reflected in a proportional over-all increase somewhat lower than in the past year, perhaps as low as five per cent. The effects of the increasingly competitive situation in the major drug categories are uncertain, but the introduction of new drugs of dramatic effectiveness is likely to shift the figure upward, even though full impact is usually not felt for many months. A 1957 volume of 700 million prescriptions is not beyond the realm of possibility.

Pharmicist Wanted

A pharmacist for hard work and rapid promotion; a pharmacist who can find things to be done without the help of a manager and three assistants.

A pharmacist who gets to work on time in the morning and does not imperil the lives of others in an attempt to be the first out of the store at the end of the day.

A pharmacist who listens carefully when he is spoken to and asks only enough questions to insure the accurate carrying out of instructions.

A pharmacist who looks you straight in the eye and tells the truth every time.

A pharmacist who does not pity himself for having to work.

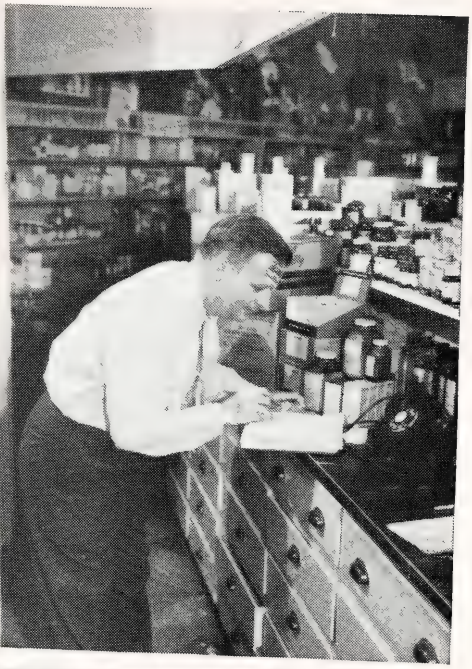
A pharmacist who is neat in appearance

A pharmacist who is cheerful, courteous to everyone, and determined to make good

Age or lack of experience does not count for this type of pharmacist is wanted everywhere.

Photo by Roland Giduz.

The N. C. Board of Pharmacy, May, 1957: Roger A. McDuffie, president; H. C. McAllister, secretary-treasurer; W. Moss Salley, Jr., Robert Neal Watson and Frank W. Dayvault.



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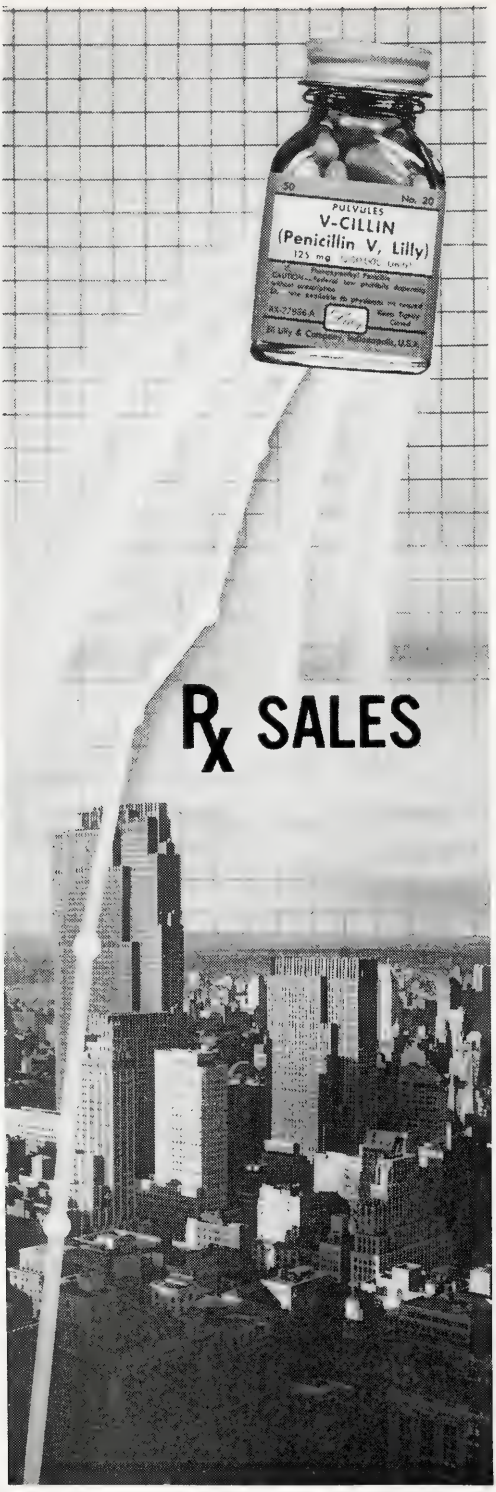

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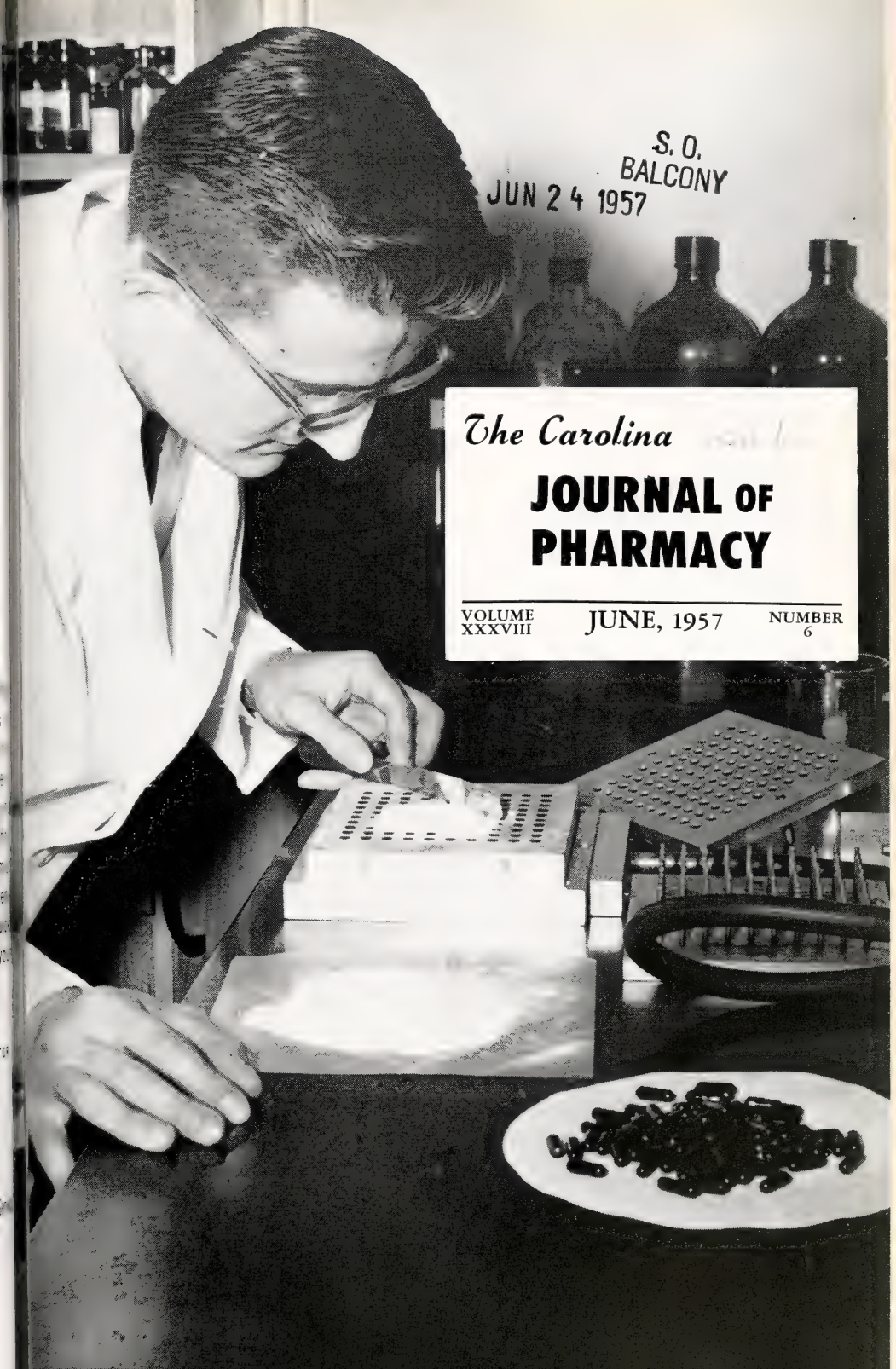

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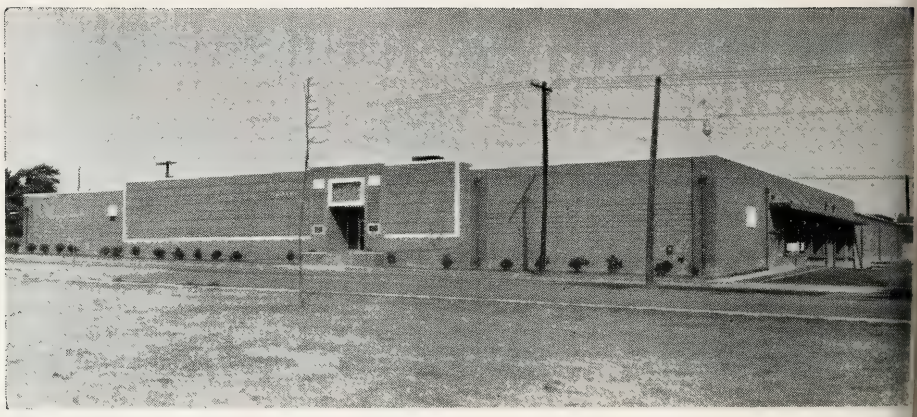

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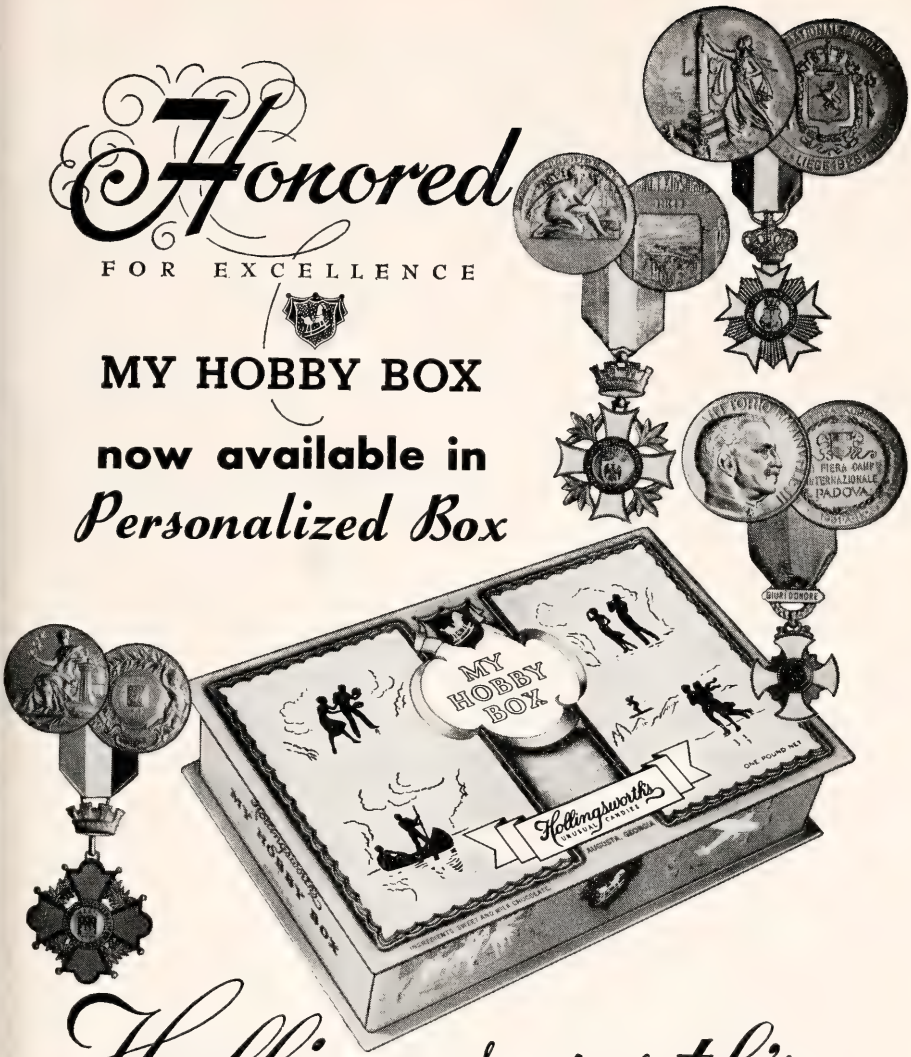

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The Carolina
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June, 1957

VOL. XXXVIII No. 6

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Chapel Hill

A Reminder for Us All

The recent death of a 22-year-old North Carolina girl from acute diabetes because her father was in jail with her vitally needed insulin in his pocket, shocked millions of newspaper readers. But behind the tragic story, Health News Institute points out, is a moral and a reminder for us all.

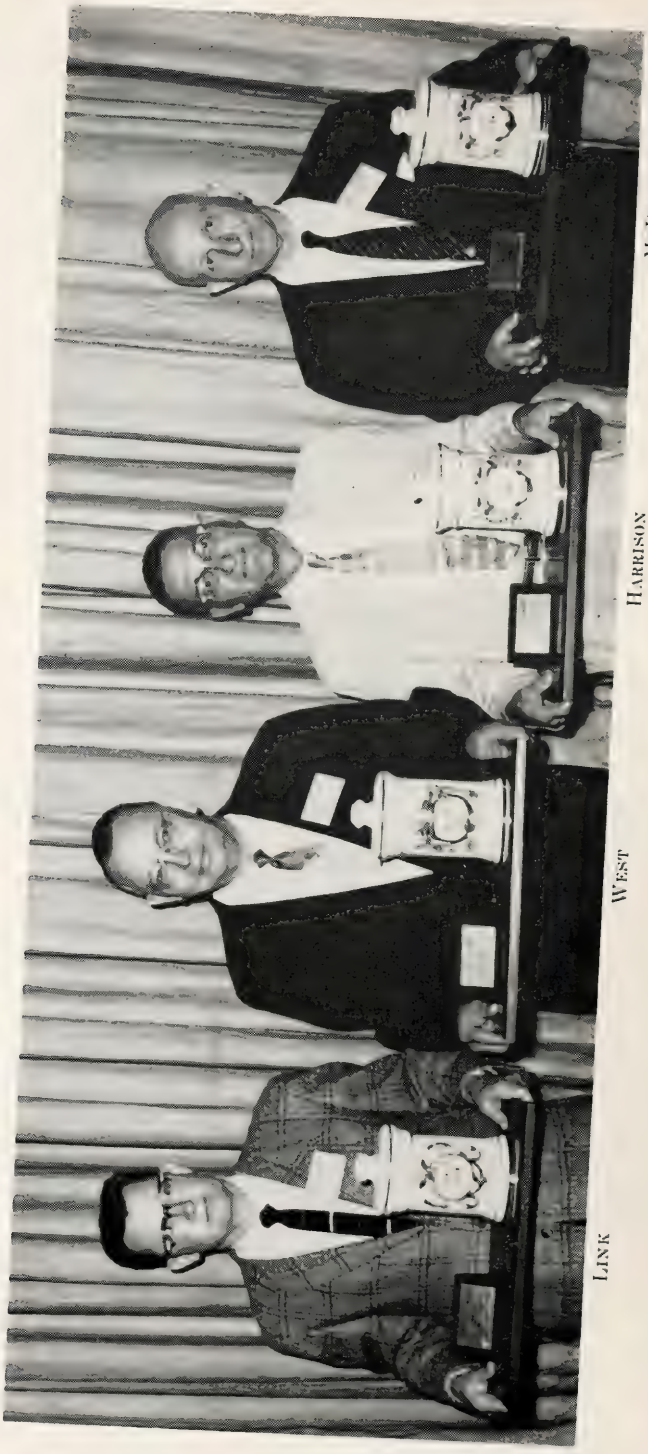
Like thousands of other sufferers from diabetes, Amy Lillian Lowe had stayed alive—and had lived an almost completely normal existence—through regular injections of a drug. She died when she was deprived of it.

The price of life for Amy Lowe? Less than the cost of a pack of cigarettes a day. Yet when she didn't have it, her insulin became, quite literally, more valuable than life itself.

The quickening pace of discovery in medical science, the HNI observes, has turned the miracle of yesterday into the commonplace of today. The wonder drugs of the last two decades—the sulfa drugs, penicillin, the antibiotics—all have made headlines, have become household words. Yet ironically, public appreciation of these drugs seems to decline as they become more widely available and effective in the saving of countless lives.

It it only the sudden loss of what has been taken for granted that shocks us into the awareness again of just how fortunate we are. That, the HNI believes, is the lesson to be learned from the otherwise senseless death of Amy Lowe.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.



LINK WEST HARRISON McDUFFIE

Convention Comment

NCPA Establishes "Pharmacy Oscar" Awards

t the opening session of the North Caro-
na Pharmaceutical Association's 77th an-
ual meeting, held in Charlotte, May 5-7,
our of its members were honored for "out-
anding activity" during the previous year.
harmacy "Oscars" were awarded:

To F. Philip Link, Link Pharmacy, Reids-
lle, for the most outstanding series of
harmaceutical advertisements to appear in
North Carolina newspaper during the past
ear.

To W. Latham West, Tart & West, Rose-
oro, for spearheading a successful drive to
ise $50,000 for an addition to the Rose-
oro Baptist Church.

To James W. Harrison, who, as Director,
rofessional Service Division, Dr. T. C.
nith Company, Asheville, arranged and con-
ucted a series of sales personnel confer-
ences in North Carolina and East Tennessee.

To Roger A. McDuffie, McDuffie-Eubanks Drug Company, Greensboro, for helping establish a new cooperative-type nursing school between The Woman's College and the Moses H. Cone Memorial Hospital, Greensboro.

It is anticipated the number of "outstanding activity" awards will be increased next year so as to extend the program into new fields of endeavor.

Seven pharmacists (pictured below) were inducted into The N. C. Academy of Pharmacy, following a talk on "Community Service" by Latham West. The certificates were presented by W. B. Gurley, a member of The Academy.

Following a talk by B. S. Griffith, vice-

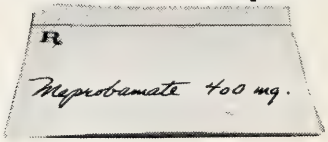
(Continued on page 261)

he seven pharmacists pictured above, by earning 10,000 credits points for professional, vic and religious activity in their home communities, were inducted into The N. C. cademy of Pharmacy in Charlotte on May 5.

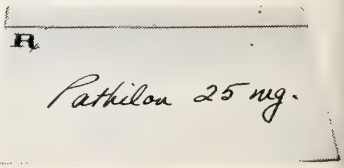
Left to right, Gilbert Colina, Charlotte; W. Dorsey Welch, Jr., Washington; Ralph P. ogers, Jr., Durham; J. C. Jackson, Lumberton; Dr. Ben F. Cooper, Chapel Hill; James . Mitchener, Concord; and Claude Wheeler, Chapel Hill.

NEW

The most widely prescribed tranquilizer...



...has been combined with the anticholinergic noted for its low toxicity and high effectiveness...



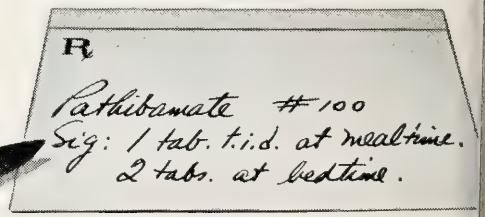
...for improved control of many gastrointestinal disorders and their **"emotional overlay"**

PATHIBAMATE

Meprobamate with PATHILON® LEDERLE

Each tablet contains Meprobamate 400 mg. and PATHILON *25 m*

PACKAGES	PRICE TO RETAILER
Bottle of 100	$ 8.68
Bottle of 1000	$82.02



Take a good look at this prescription. You'll be seeing lots of them soon, thanks to heavy detailing and advertising. Don't be caught short—order n

Lederle

LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, NEW YO

[1]Trademark ®Registered Trademark for Tridihexethyl Iodide Lederle

NCPA CONVENTION

president and general manager of *The Charlotte News*, the first session closed with a reception honoring the presidents of the NCPA, the TMA and the Woman's Auxiliary.

On May 6-7, delegates attending the four NCPA business sessions heard, among others, Representative Carl T. Durham, Al Betts of The Anahist Company, Dr. George Simpson, Director of The Reasearch Triangle; George L. Smith of Southern Dairies, Frank Errigo and Gilbert Hartis of Parke, Davis & Company, and Roy Burton of Owens-Illinois.

About twenty members of the Association appeared on the program to give special reports covering the work of committees, some regular, some assigned to specific responsibilities. These reports will be published, either in future issues of THE CAROLINA JOURNAL OF PHARMACY or the YEAR BOOK.

Both Auxiliaries had good attendance at their business meetings and the various social events, which they sponsored or with which they were associated. A picture of the TMA Officers for the coming year appears on page 292.

A detailed account of the Woman's Auxiliary business program will appear in the YEAR BOOK. Here are some brief notes of interest:

Woman's Auxiliary

Abstracted from Report of the President, Mrs. P. W. Kendall of Charlotte: 602 members (highest in history of the organization) with 224 attending convention; receipts, including dues, scholarships (6) and contributions, $3,348.56.

$400 in the Reserve Fund; $400 in the Emergency Loan Fund. Net from sale of Scripto Pens, $503.56.

Scholarship Fund at University of North Carolina totals $6,492.81. Interest from the fund is generally awarded to one of the women pharmacy students at UNC. Last year the award amounted to $275.

In-between sessions, the lobby of The Hotel Charlotte was the center af activity. In addition to the registration desks, delegates could be found at the Lance booth, the Coca-Cola fountain, at the B & H Photo corner (about 400 individual pictures were made), at the Scripto Table (a fund-raising project supervised by Mrs. R. L. White, Mrs. Homer Starling and others), and at the Justice "free caricature" area, where a line of customers waited their turn.

Entertainment this year was exceptionally good. The sponsors (Burwell & Dunn and Scott Drug on Monday night) and The Traveling Men's Auxiliary (Tuesday night) were highly complimented for bringing exceptionally talented performers to the convention.

The local convention committees, headed by Kirk Hardee of the NCPA, Reuben Russell of the TMA, and Mrs. Floyd Potter and Mrs. J. H. Morris, Jr., did a masterful job in advance planning—all the events went off on schedule without the slightest hitch.

The Time and Place Committee recommended the annual meeting be held in Durham next year, the exact date to be determined later by the NCPA Executive Committee.

Other action taken at the final NCPA business session:

(Continued on page 263)

ANNOUNCING
Casualty—Liability—Burglary
In addition
to Fire & Allied Lines
for your further protection.

Consult Our Agent
F. O. Bowman
North Carolina State Agent
P. O. Box 688
Chapel Hill, North Carolina

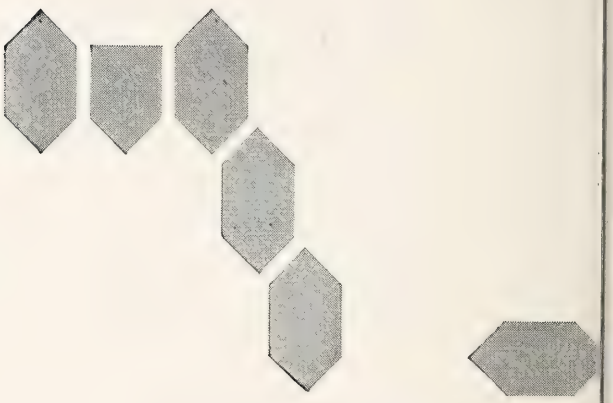
Ralph M. Crosson
South Carolina State Agent
1812 Marion Street
Columbia 3, South Carolina

Announcing a unique new rauwolfia derivative . . .

Harmonyl*

(*Deserpidine, Abbott*)

combines
the potency
of the rauwolfias
with
significantly
fewer and milder
side effects



In two years of clinical evaluation, Harmonyl has exhibited significantly fewer and milder side effects in comparative studies with reserpine. This, while demonstrating effectiveness comparable to the most potent forms of rauwolfia.

Most significant: Harmonyl produces less physical and mental depression. And there are very few reports of the lethargy seen with many other rauwolfia preparations.

The desired degree of potency, plus the mildness of the few side effec reported, suggests Harmonyl as a dr of choice in conditions ranging fro mild anxiety to major mental illne and in hypertension.

Supplied: Harmonyl is available 0.1-mg. tablets in bottles of 100 a 500 (List No. 6901); in 0.25-m grooved tablets in bottles of 100, 5 and 1,000 (List No. 6906); 1-m grooved tablets in bottles of 50 a 500 (List No. 6912).

Abbo

706176

*TRADE

NCPA CONVENTION

Resolutions Adopted

(1) Endorsed aims of the Research Triangle and pledged its support and co-operation to Dr. George L. Simpson, Jr., Director of The Triangle.

(2) Expressed its thanks to the Dental Formulary Committee for compiling the North Carolina Dental Formulary.

(3) Urged its members to screen books and periodicals offered for sale through the pharmacies of the state, eliminating those which have no place on the shelves of any pharmacy.

(4) Encouraged its members to modernize their pharmacies, with emphasis on the professional aspects of pharmacy.

(5) Discourage the opening of MD-owned clinic pharmacies.

(6) Join with the NARD in helping maintain a fair margin of profit on products offered for sale through pharmacies.

(7) Expressed its opposition to the uncontrolled sale of lye and endorsed Hill Bill, which limits the sale of the product in North Carolina.

(8) Endorsed HR6801 (authorizes grades of major general and brigadier general in the Army's Medical Service Corps).

Officer Nominees for '58-'59

For President: C. B. Clark, Jr., Williamston, and W. D. Welch, Jr., Washington.

For First Vice-President: F. Philip Link, Reidsville, and Sam W. McFalls, Greensboro.

For Second Vice-President: Edwin R. Fuller, Salisbury, and James W. Mitchener, Concord.

For Third Vice-President: A. L. Hogan, Kinston, and Herbert E. Lovett, Liberty.

For NCPA Executive Committee: C. D. Blanton, Kings Mountain, and George W. McLean, Clinton.

For Member of the State Board of Pharmacy: Roger A. McDuffie, Greenboro, and John T. Stevenson, Elizabeth City.

For Directors of the N. C. Parmaceutical Research Foundation: Paul B. Bissette, Sr., Wilson; J. Paul Gamble, Monroe; Wade A. Gilliam, Winston-Salem; Leslie M. Myers, Winston-Salem; I. T. Reamer, Durham; P. J. Suttlemyre, Hickory; Dean Tainter, Marion; and W. Latham West, Roseboro.

Officers Installed

President: C. D. Blanton, Kings Mountain Drug Company, Kings Mountain.

First Vice-President: W. Dorsey Welch, Jr., Welch's Drug Store, Washington.

Second Vice-President: Sam W. McFalls, McFalls Sunset Drug Company, Greensboro.

Third Vice-President: Edwin R. Fuller, Innes Street Drug Company, Salisbury.

Member of the Executive Committee: J. W. Tyson, Tyson's Plaza Drug Company, Greensboro.

Secretary-Treasurer: W. J. Smith, Chapel Hill.

Pleased Over Drop

- Business is off for the Transliz Company. manufacturers of double-dipped tranquillizing tablets, but the directors are serenely happy over the dismal situation with which they are faced. As a matter of fact, the double-dipped T-infused directors are contemplating paying increased taxes to Uncle Sam.

EVERFRESH MAGNESIA

The Name at the Top—It's EVERFRESH

and . . . . The top Name among quality brands

Assures PROFITS

Assures DEMANDS

"The swing is definitely toward the brands the public knows."

ORDER TODAY

Thru Your Wholesaler

List price, $2.30 per dozen. Minimum Retail Price, 30¢ each.

The McCambridge & McCambridge Co.
6400 Rhode Island Ave. Riverdale, Md.

DON'T PASS

THIS OPPORTUNITY FOR CHRISTMAS BUYING

Make Plans Now To Attend

THE GEER'S GIFT SHOW

Spartanburg, S. C., August 4, 5, 6, 1957

★ **Plenty Of Room**

★ **No Crowded Space**

★ **No Parking Problem**

THE GEER DRUG COMPANY

Serving the Drug Industry Faithfully Since 1896

Justice Honors UNC Pharmacy Graduating Class

Members of the graduating class of the University of North Carolina School of Pharmacy were honored by the Justice Drug Company, Greensboro, at a dinner at the Hope Valley Country Club, Durham, on May 16.

Clifton Beckwith, executive secretary of the North Carolina State Employees Association, delivered a humorous talk—"Motor Manners—The Light Side of a Dark Picture."

Additional entertainment was provided by G. C. Pridgen of Chapel Hill.

P. A. Hayes, President of Justice Drug Company, brought greetings to the class; distributed gifts to the graduates and their wives.

Others appearing on the program included Donald Miller, William Mast and Dean Brecht, the latter presenting the graduating class and special guests.

Stephen T. Forrest introduced Mr. Beckwith; William P. Brewer was toastmaster. Both Mr. Forrest and Mr. Brewer are vice-presidents of Justice.

120 persons attended the dinner. Included were Mrs. and Mrs. C. D. Blanton of Kings Mountain and Mr. and Mrs. J. W. Tyson of Greensboro; Mrs. and Mrs. W. D. Welch, Jr. of Washington and others.

Additions to the "Room of Memories"

Through the generosity of Mr. Warren T. Portwood of Raleigh and The Coca-Cola Company, the Institute of Pharmacy now has on display in its "Room of Memories" one of the first Coca-Cola dispensers to be put into use.

The dispenser was bought by Mr. R. C. Walton of Walton's Pharmacy, Raleigh, in either 1937 or 1938 and used until 1946. Its serial number (C881) indicates the dispenser to be among the first to be manufactured, as current serial numbers are running better than 220,000.

The Institute has one of the first gravity-flow dispensing units put on the market by The Coca-Cola Company. Exact age of the unit is not known other than it was in use prior to 1900.

Substantial additions have been made to the proprietary drug exhibit in the last 30 days. Jimmy O'Daniel contributed about 50 packages of obsolete drugs, mostly pills, and the Plaza Hill Pharmacy of Charlotte sent a large box of drugs—some which brought back memories to the writer, who was a drug clerk of indifferent success in the mid-20's.

Proprietary drugs sold prior to 1900 are particularly desired. Send to the NCPA, Box 151, Chapel Hill, N. C. Credit line to donor on each package.

"Ideal News Stand"

As a special project of the Charity League, Greensboro's news stands were checked for objectionable comics.

Using lists compiled by the National Committee on Evaluation of Comic Books and approved by the National Federation of Women's Clubs, the Leaguers found only 1,627 of the objectionable comics in Greensboro as compared with 6,743 last year.

Members of the Charity League, on the basis of their checking, selected the "ideal news stand." It is located in McFalls Sunset Drug Company and operated by Sam W. McFalls, an officer of the NCPA.

Mr. McFalls stated he had made a special effort to screen the type magazines placed on sale, refusing to display those believed to be unsuitable for children.

Happy Nominees

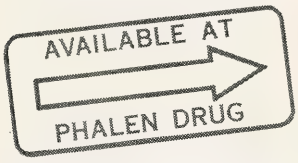
Our nominees for the happiest pharmacists in North Carolina at this stage: Mike Hall of Wilmington (Chm. of the county commissioners) who is elated over announcement of new 40 million dollar plant to locate in his section; and E. C. Daniel of Zebulon, grandfather of Clifton Truman Daniel, born in New York City in early June.

$100 PROFIT-MAKING IDEA #3

Miles salutes
PHARMACIST ERNEST L. NEVE

Phalen Park Pharmacy, 1058 East Maryland, St. Paul, Minn.

"I provide a nearby group of doctors with magazines for their reception room. Before delivering the magazines I stamp all ads featuring drugstore merchandise.



I have gained many new customers who have noticed these ads."

$50.00 to Mr. Howard Engfer, wholesale salesman who services Phalen Park Pharmacy for McKesson & Robbins, St. Paul, Minn.

SEND IN YOUR "PROFIT-MAKING IDEA" If published by us we'll pay you $100.00 and an extra $50.00 to your wholesale salesman. Be sure to include his name and company with your "idea". All "ideas" sent in become the property of Miles Laboratories, Inc. to be used as it sees fit.

MAIL ALL "IDEAS" TO: *Miles Laboratories Inc.*
Dept. TC-6
Elkhart, Indiana

Speedy is on TV 450 times every week selling

Alka-Seltzer®
BRAND

One big display will always pay in a high traffic spot!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggest for more than 70 years.

Plate Windows Destroyed

Gunfire from a speeding auto during the early morning hours of June 1 destroyed two plate glass windows of Pike's Drug Store, Concord, and similar damage to Black's Drug Store, Kannapolis.

Windows were destroyed in a similar manner in Charlotte, although drug stores were by-passed in favor of furniture, auto and clothing stores. In each instance, damage was attributed to slugs from a .32 caliber pistol.

Go-Getter

You have to travel fast to keep up with Frank Errigo (Parke, Davis). Here is a brief summary of some of his recent activities:

Conducted clerk sales training courses in Kinston (17 present), Clinton (23 present) and Rocky Mount (31 present).

On May 23 spoke in Windsor to the Rotary Club on history of pharmacy. Later—on May 28—was in Salisbury to talk to the Rotarians on subject, "The Cost of Medicine—The Greatest Bargain of Your Life."

Thence over to Lumberton on June 3 for a meeting with the pharmacists of Robeson County.

This state-champion Toastmaster is sure getting a workout on the speaking circuit.

Evans Pharmacy Opens in High Point

High Point's newest pharmacy—Evans Pharmacy, 521 North Main Street—opened for business on May 17.

To celebrate the occasion, a TV set, a vacuum cleaner and several $25 merchandise certificates were given away.

Manager of the newly established pharmacy is Hal Evans, a graduate of the School of Pharmacy, University of South Carolina.

Heist—TMA Life Member

R. D. Heist, veteran sales representative of Parke, Davis & Company, was honored by the Traveling Men's Auxiliary of the NCPA at the recent convention in Charlotte, by being named a Life Member of the TMA.

Mr. Heist first joined the TMA in 1931 and has been a member of the organization since that time. He makes his home in Charlotte.

MD's Establish Medical Village

Medical Village, Inc., has been organized in Burlington, with 14 doctors, dentists and one pharmacist participating.

The corporation plans to erect a 17,000 square foot building, with office space for 16 doctors, a pharmacy and a laboratory.

The pharmacy, to be operated by Scott Gardner, will be owned and managed by a pharmacist.

Award Presented to Mrs. McGill

Mrs. Lena Ware McGill, wife of John L. McGill of the Kings Mountain Drug Company, has been awarded the Mary Mildred Sullivan Award by Erskine College.

Mrs. McGill, a graduate of Erskine College, was selected for the award on basis of exemplifying the traits of character and activity which characterized the late Mrs. Sullivan, in whose name the award is given by the New York Division, United Daughters of the Confederacy.

Exploding Acid Injures Pharmacist

An exploding mixture of nitric and hydrochloric acid severely burned Mack Means of the Medical Center Pharmacy, Hickory, in a late May accident.

The explosion took place in Mr. Means' car as he was on his way home.

The blast scattered the acid over the inside of the car. Acid, dripping from the car top, fell on Mr. Means' face. His forehead, left eye and the left side of his nose were severely burned.

Vibration of the car was believed to have caused the explosion.

Some Sources of Professional Information For the Pharmacist

JAMES R. CASTEEL, Durham

With over 400 new drug and new drug-named preparations coming on the market each year, increasingly pharmacists find it necessary to maintain some sort of up-to-date reference source of professional information.

The new miracle drug of today may be obsolete tomorrow, such is the rapidity of change we see taking place in our prescription practice. We either adapt ourselves to this change, else get by-passed as the antibiotics, the tranquillizers and the newer hormones take prescription volume to heights little dreamed of a few years ago.

In this brief report, we do not propose to go into the subject of duplication or the cost-problem associated with stocking chemically related pharmaceutical specialties. Rather, our concern is with the products that are prescribed; of having some sure fire system that will give us complete, accurate information about the products without having to resort to that moss-covered hedge "I'll call you back later."

The MD, like the pharmacist, is busy. Trying to keep up with the progress in his own field is difficult enough, let alone retaining all the pointers left by our friends the medical service representatives. Hence the pharmacist who establishes himself as a consultant on pharmaceuticals to the physician is finding it pays off, not only in increased prescription volume, but in added professional prestige.

While retail pharmacy is literally flooded with product information, our problem is not one of supply but of being able to pinpoint the information at any given time—generally while the MD is on the phone. This means the "consultant to the medical profession" must operate within seconds, not hours or days.

Our national drug publications have done an excellent job in condensing product information for us, but in most instances, the particular magazine issue (if known) never seems to be on hand when needed.

Similarly, the pamphlets, booklets, cutouts, broadsides, bulletins and announcement sheets that pharmaceutical manufacturers produce in an endless variety of shapes and colors somehow get lost in the shuffle. In any event, they seem to disappear when the search is on.

As we see it, our problem resolves itself into some sort of uniform system, presenting product information on a standardized basis with provision for addition of supplementary information from time to time.

Of the numerous books, systems and services now available, we limit our discussion to seven, which we believe will quite adequately serve the needs of most pharmacists

(List on opposite page)

HANDY ORDER FORM

PHARMACEUTICAL REFERENCE BOOKS

( ) **THE AMERICAN DRUG INDEX, 1957.** Gives information about 14,000 drug preparations. Lists manufacturer, dosage forms, strengths, wholesale units, usual dosage and indications for use. Alphabetized A to Z, making it possible to locate drug in seconds. 650 pages. $5.00.

( ) **MODERN DRUG ENCYCLOPEDIA & THERAPEUTIC INDEX, 6th EDITION.** A compilation of newer drugs plus some of the older ones, alphabetically arranged, with brief description, action and uses. Supplement published every two months under title of **MODERN DRUGS.** 1477 pages. Price $15, including supplements.

) **PHYSICIANS' DESK REFERENCE TO PHARMACEUTICAL SPECIALTIES AND BIOLOGICALS.** In five sections: (1) Alphabetical index; (2) Drug, Chemical and Pharmacological Index, (3) Therapeutic Indications Index; (4) Professional Products Information; and (5) General Professional Information. 139 pages. Price $5.00.

) **FACTS & COMPARISONS.** Groups products according to use and lists comparisons of similar-type drugs. Supplements (new drugs) are mailed every month; an alphabetical product index issued each January. 320 pages. Priced $11.00. Order from Facts & Comparisons, Inc., P. O. Box 8, Baden Station, St. Louis 15, Missouri.

) **THE DISPENSATORY OF THE UNITED STATES OF AMERICA, 25th EDITION.** All drugs of the USP XV and NF X are considered in detail; includes monographs on vaccines, antitoxins, serums and endocrines; trade names, manufacturer and dosage data. 2140 pages. Price $25.00.

) **REMINGTON'S PRACTICE OF PHARMACY, 11th EDITION.** The making, standardizing and dispensing of official, unofficial and extemporaneous pharmaceutical preparations, with descriptions of medical substances, their properties, uses and doses. 1000 illustrations. The one-volume library of pharmacy. 1707 pages. Price $20.00.

) **NEW & NON-OFFICIAL REMEDIES, 1957 EDITION.** Dosage, action and uses of drugs that have not been included in the USP or NF. An annual publication of the Council on Pharmacy and Chemistry of the American Medical Association. 582 pages. Price $3.35.

. J. Smith, Box 151, Chapel Hill, North Carolina

Check enclosed for $..... Send book(s) indicated above to

NAME ADDRESS

(or attach label)

IT ALWAYS PAYS YOU MORE TO

SELL THE HOT ONE!

and now you can sell America's fastest-growing vitamins even faster with this New Display Assortment!

America's foremost independent research organization in the analysis of drug product sales supplies the proof. ONE-A-DAY (Brand) Multiple Vitamins are the fastest-growing in their class! And now you can sell 'em *even faster*—with this striking new display-assortment featuring the new Apothecary-style Bottle of 250 tablets, a new 100-tablet package and new eye-catching cartons in 100-, 60- and 25-tablet sizes. Get it in —spot it prominently on your counter for more sales and more profit from the "hot" one—ONE-A-DAY (Brand) Multiple Vitamins!

ORDER ASSORTMENT #4960 NOW!

FTM RETAIL	$72.92
YOUR COST	43.75
YOUR PROFIT . . .	29.17

You can make 45.3% profit when you buy the maximum quantities!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggist for more than 70 Y

TAR HEEL DIGEST

H. C. Mayberry is now sole owner of the Economy Pharmacy, 2500 North Liberty Street, Winston-Salem, having bought out his partner's interest in the firm.

* * * * *

Harry Wilson returns to Winston-Salem as an employee of Hutchins Cloverdale Pharmacy. For the past two years he was associated with Crutchfield-Browning organization in Greensboro.

* * * * *

James F. Lowder transfers from Rowan Memorial Hospital Pharmacy, Salisbury, to the City Memorial Hospital Pharmacy, Winston-Salem.

* * * * *

Howard S. Fox, operator of Hawthorne Pharmacy, 103 South Hawthorne Road, Winston-Salem, is in a new location, 2240 Cloverdale Avenue, and has a brand new name for his pharmacy—Professional Building Pharmacy, Inc.

* * * * *

William P. Powell has returned from Germany to accept a position with the Community Medical Center, Mars Hill. At the time he entered military service, he was employed by the Rose Pharmacy of Hendersonville.

* * * * *

Two additions to the list of Concord pharmacists: E. H. Williford, Jr. with Airheart Pharmacy and L. M. Gilmore with Gibson's Inc.

* * * * *

A soda-sundry shop located in Raleigh near State College has been taken over by Rupert Cox and converted into a pharmacy —Cox's College Pharmacy. Mr. Cox is assisted by Walter Coley, a 1956 UNC pharmacy graduate.

* * * * *

Wade A. Carter, chief pharmacist at the Gaston Memorial Hospital, Gastonia, is the author of an article on pharmacy, published May 14 in the *Gastonia Gazette*.

* * * * *

Ronald E. Barber, recently commissioned an officer in the Medical Service Corps, has reported to Fort Sam Houston, Texas, for a 12-week introduction course. Prior to entering military service, Mr. Barber was employed by the Cochran-Ridenhour Drug Company, Mount Gilead.

* * * * *

Ben R. Harward returns to the Village Pharmacy, Raleigh, after two years in Broadway as part-owner of the Broadway Drug Company.

* * * * *

W. J. Miller has resigned his position with the Hickory Drug Company to enter the hospital pharmacy field—with the Valdese General Hospital Pharmacy.

* * * * *

An exhibit booth at a recent meeting of the North Carolina Public Health Association and the Southern Branch of the American PH Association, held in Asheville, May 27-31, was manned by Jim Harrison of the Dr. T. C. Smith Company. Literature numbering in the thousands was handed out to interested persons by Mr. Harrison.

Free Liquor

An acquaintance has about a hundred acres of heavily wooded property. A short time ago, local police found a still on the property, set up an around-the-clock watch, later arrested the operator.

Tried and found guilty, the fine was $200 plus 6 months, the latter suspended on condition the still operator remain on good behavior for two years.

According to the property owner, less than a week after the trial the operator wanted permission to establish another still in the same location; said the legal authorities were not likely to search that particular area soon.

Proposition to the property owner: In exchange for working space, all the free liquor he could drink.

Carolina Camera

Representatives of the B & H Photo Company, 419 East Trade Street, Charlotte, set up a photographic booth in the lobby of convention headquarters; made pictures of as many of the delegates as possible.

Prints of the pictures have been supplied to the NCPA without cost. They are now a part of the Association's historical files; will be used from time to time. On the opposite page (through courtesy of B & H Photo) we present:

Top (left to right): S. M. Edwards, Jr., Edwards Pharmacy, Ayden; Allison James, Ray's Drug Store, Walnut Cove; and Louis Holland, Birmingham Drug Company, Hamlet.

Center: Wilson Griffin, Griffin Drug Company, Kings Mountain; Mrs. Jean S. Hicks, Central Avenue Drug Center, Charlotte; and William N. Robertson, Jr., Everington Drug Store, Laurinburg.

Bottom: L. R. Burris, Jr., Rock Drug Store, Valdese; John B. Woodard, F. L. Smith Drug Company, Kannapolis; and Tom Curtis, Curtis Drug Store, Waynesville.

This is the season for . . .

Do you have an adequate stock?

Last Fall and Winter new sales records were set for Soltice Quick-Rub. This Spring even these records will topple as the demand continues to grow for this new greaseless, stainless rub that gives FAST relief to cold misery.

Soltice—a popular item in the Summer for the relief of sore muscles, rheumatic aches, tired feet, nonpoisonous insect bites, ect.—is a best seller throughout the cold season. Do you have an adequate stock? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE COMPANY
Chattanooga 9, Tennessee

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s

Reaco B-Complex with C Tablets
$20.00 Doz. 100s

Reaco A & D Capsules **$10.00 Doz. 100s**

A. E. P. Tablets **$24.00 Doz. 100s**

Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100

Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100

Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100

Reavita Capsules **$34.80 Doz. 100s**
$28.00 per 1000

Neo-Reavita **$36.00 Doz. 100s**

Reacaps **$25.80 Doz. 100s**

Rea-Secal **$15.00 Doz. 100s**

Your cooperation in stocking Reaco Products is appreciated

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Random Comments

By W. J. Smith

Willie Lincoln, developed sore throat and high fever; the son of President Lincoln was soon dead. President McKinley, shot by an assassin, died in 9 days, not from the bullet but from peritonitis. An infection resulting from a blistered heel caused the death of Calvin Coolidge, Jr. It's a different story today and has been since the mid-30's, when the sulfas made their appearance. Sore throats and blistered heels hold no terror today with modern medicinals on the scene; bullets are still dangerous, but if no vital organ is hit, the patient stands a good chance of recovering.

If Dr. Oliver Wendell Holmes could be brought back and up-to-date on the effectiveness of modern medicinals, we wonder if he wouldn't want to rephrase this quote of his: "if the whole materia medica could be sunk to the bottom of the sea, it would be better for mankind and all the worse for the fishes."

Movie Ad: "Fiendish murders, mad beatings, vampires—a picture that has everything you'd expect in a good movie."

William Thomas Green Morton, a dentist, and Charles A. Jackson are generally believed to be the first to use ether for surgical anesthesia. Credit for the discovery later caused a life-time controversy between the two men. Morton died of a cerebral hemorrhage after reading one of Jackson's attacks against him. Jackson, seeing a statue in a Boston Park erected to honor Morton, went out of his mind; died in a mental institution.

Frank Errigo (Parke, Davis), when not casting silver dollars to the needy, likes to relate this little incident, which may or may not have occurred in Durham, where they have parking meters: "Friend, can you spare 15¢ for a cup of coffee?" Friend replies: "It will be a privilege and a pleasure to accommodate you, dear fellow, but everyone knows that coffee can be purchased for ten cents a cup." With a disdainful look especially reserved for the peasants from the provinces, the panhandler answers, "Oh yes, I am quite aware of that, but I have to park my car."

- The average independent grocery, doing $100,000 a year, stocks 2,500 items. The average pharmacy, in this same dollar category, stocks 8,500 items. It is interesting to note the average pharmacy has as many items in its Rx Department as does the grocery in its entire operation.
- Reminder: The first 100,000 units of Penicillin sold for $40; today 100,000 units of Penicillin costs less than the glass container in which it is packaged.
- It is interesting to speculate on what Mother Nature has stored up for mankind; undoubtedly she has a cure for every physical ailment; secrets are given up slowly. For instance, did you know Lederle's Aureomycin got its start from a bit of soil taken from a Missouri timothy field?
- George Frates (NARD Representative in Washington) is noted for his stories; serious, humorous and otherwise. Here is one of his favorites: Two fleas knocked off work after a busy day at the flea circus. One said to the other, "Shall we walk home or take a dog."
- Which reminds us David R. Davis of Williamston got a lift out of this one:

  The other day a colored boy came in and asked if we had "hops." We got down an ounce box of hops. He looked at it for about 15 or 20 seconds and finally said: "Boss, there's something wrong here somewhere—them ain't the kind of hops I wants. I want the kind you blows—mouth hops."
- Progress: Drive-in theatre gives admission tickets away free. Why? Because 80% of its income is derived from purchases made at the concession stand. The popcorn stand, we understand, is more important to most theatres than the box office.

Leaders Installed at Charlotte

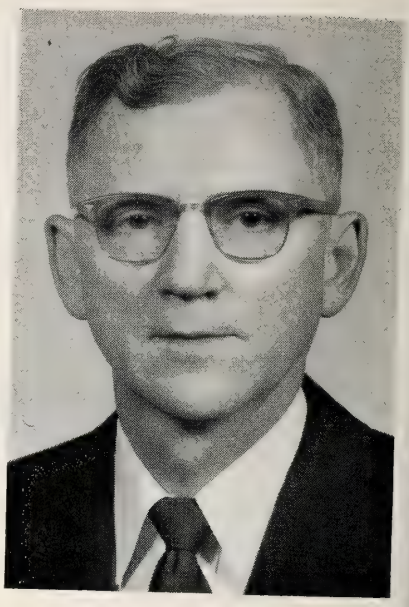
Newly installed officers of the NCPA, TMA, and Woman's Auxiliary are pictured.

Mr. Blanton, co-owner of the Kings Mountain Drug Company, was elevated from his post as first vice-president of the NCPA.

Mrs. Dorsey Welch of Washington served as first vice-president of The Woman's Auxiliary this past year; was installed as head of the Auxiliary in Charlotte on May 7.

Mr. NeSmith, the TMA president, makes his home in Raleigh; represents the Lily-Tulip Cup Company. He served as TMA Entertainment Chairman at the 1955 Greensboro Convention.

The three combined organizations have a membership in excess of 2,000.



C. D. BLANTON

The Traveling Men's Avxiliary

The TMA of the NCPA—meaning The Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association—is one of the largest and most agressive organizations of its type in this country.

Composed of representatives of wholesale and manufacturing pharmaceutical firms as well as the suppliers of numerous products sold in retail pharmacies, the TMA has a membership in excess of three hundred persons. Annually, the TMA sends a list of its members to all retail pharmacies of the state; its value is easily ascertained by noting the frequency with which the list is posted in the prescription departments of the state.

Big event of the year for the TMA's is the convention party sponsored by the organization, generally the last night of the annual meeting. Funds for this party come from TMA membership dues: Non-convention attending is $5.00 ;those who attend the convention pay $15.00 Members received the Carolina Journal of Pharmacy as a part of the membership setup.

If you are a salesman calling on the wholesale and retail pharmacies of the state and would like to affiliate with the NCPA, write J. Floyd Goodrich, BC Remedy Company, Durham, N. C.

MRS. W. D. WELCH, JR.

LONG,
SUNNY SUMMER DAYS
MEAN

TIRED EYES

COLLYRIUM

MEANS FAST, STEADY TURNOVER!

PERMANENT BONUS DEAL GIVES YOU

UP TO 53.9%* RETURN!

*Based on minimum direct order.

Now's the time to really take advantage of Wyeth's year-'round Collyrium bonus deal! This soothing, refreshing eye preparation is tailor-made for the harsh glare, dust and dirt of summertime!

DISPLAY LOTION AND DROPS

Available:

	When You Buy	We Give You, FREE
COLLYRIUM LOTION		
Bottles of 4 and 7 oz.,	116	28
each with eyecup	60	12
COLLYRIUM DROPS		
Bottles of 5 fl. dr.,	21	3
with dropper	11	1

MASS DISPLAYS BRING HIGHER VOLUME, BIGGER BONUS!

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Asheville News Items

By JIM HARRISON

J. C. McGee, Sr. recently closed his pharmacy in Center Medical Building. After a brief sojourn at Asheville Pharmacy, he acquired an interest in Lord's Drug Store and began duty there June 10. Prior to opening Center Medical Pharmacy late last year, McGee had been associated with Lord's for several years. R. J. Hathaway who has been doing relief work in Western North Carolina for the past year suceeds McGee at Asheville Pharmacy.

Maurice Cable who replaced McGee at Lord's late last year has now been replaced at Lord's by McGee. (It's not quite so complicated as it sounds.) Cable's plans are not fully known at this writing, June 3, although he is considering several offers.

Jack Hickman, reciprocant from South Carolina, is now one of the pharmacists at Shigley's Grove Park Pharmacy. Si Shultman has joined Shigley's-Biltmore. Shultman recently sold his Carolina Pharmacy to Bennett's Drug Store, West Asheville. Bennett moved the prescription stock and files to Bennett's and sold the remainder which is now operated as Carolina Sundries.

J. C. McGee, Jr. resigned as pharmacist at Medical Center Pharmacy, Mars Hill and assumed a like position at Kenilworth Self Service Drugs on June 3. He is succeeded at Medical Center by W. P. Powell. Two years ago, prior to military service, Powell was located in Hendersonville.

Joe Russell, after doing free lance relief in Georgia and North Carolina towns, is temporarily with Davis Drug in Andrews. Joe had a position lined up at Pinner's, West Asheville, but the death of H. E. Davis in Andrews has delayed his arrival at Pinner's. When Joe reports at Pinner's it will mark one of the few brother-brother pharmacist teams in the state. His brother Milton is now a prescriptionist there.

Victor Smith, erstwhile Board of Pharmacy Inspector for the western section of North Carolina is now engaged in relief work at Pinner's until Joe Russell assumes the post. Smith plans to do relief work during the summer in western North Carolina and to locate in Florida during the winters.

Hard Earned Vacation

No sooner had Moss Salley, Jr. returned from the Convention in Charlotte than Moss, Sr. and Mrs. Salley took flight for Portland, Oregon. After visiting relatives there Moss went on to San Francisco where he met son Alfred, recently discharged from military service after serving four years in the Air Force in Japan and Korea. A brief stop in San Mateo then father and son returned to Portland where they were joined by Mrs. Salley. The trio then drove to Denver and are now, at this writing, visiting daughter and sister Antoinette whose husband is Lt. Col. Allen M. Burdette, Instructor in the Air Force Academy at Denver. The Burdettes have two sons and we wonder how long after the Salleys leave it will be until Antoinette overcomes the effects of grandparental spoilation. We know Moss, Sr. had a wonderful time in a somewhat lengthy vacation hard won but deserved. It couldn't have happened to a better guy.

Sponsor Career Ads

A number of drug chains in the state, including Bender of Fayetteville, the Bissette stores of Wilson and Greenville, and the Mann stores of High Point and other cities, have cooperated with the National Association of Chain Drug Stores by sponsoring "pharmacy career" messages in their local papers. Interested persons fill out a coupon which brings an informative booklet on pharmacy to them. The names of the prospects are sent to the Dean of the School of Pharmacy for more complete information, catalogues, etc.

With a larger pharmacy building assured at Chapel Hill, increased attention will have to be directed to recruiting desirable applicants to pharmacy. In recent years little effort has been devoted to this field due to the inability of the School to accept all of the qualified applicants for admission to the first year pharmacy class.

whenever you
hear complaints
of gastric upset
caused by aspirin,
suggest

Ecotrin* (S.K.F.'s Duentric†-coated aspirin) gives full aspirin effectiveness without gastric upset. Particularly useful in rheumatic disease where high doses of aspirin are often routine.

Smith, Kline & French
Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off. †Trademark

GI Insurance—Food for Thought

Since many pharmacists who served in World War II carry GI Insurance, we believe this information will be of special interest to the group:

The 3½ million World War II veterans who carry National Service Life Insurance on a term plan basis are beginning to feel the pinch of higher monthly premiums.

The second largest group of live veterans is the 35-39 age bracket. Most of these are WWII ex GI's on the brink of age 40 and "middle age." Ten thousand (10,000) term NSLI policies renewed by them after age 40 will cost at least $8.50 per month, which means $102.00 a year.

For a policy renewable at age 45 the premium jumps to $9.90 a month; at age 50 it goes up to $12.70 a month. After age 50 the cost curve soars sharply upward at a time when most persons come to the end of their best earning period in life.

At age 60 a monthly premium for a $10,000 term policy is $26.00. That it $312 a year.

Any veteran can convert from a 5 year term plan policy to a permanent plan while his policy is on a premium paying basis. It costs more at the start but the premium never goes any higher. For example, a veteran who, at age 40, is paying $8.50 a month for term insurance. would pay $21.20 a month for ordinary life permanent plan protection. But the cost stays at the level throughout life of the insured. He does not face the prospect of paying $39.20 a month at age 65. You can convert half now and the other half later.

It is well to remember that—permanent plan insurance carries "extra values."

FOR SALE

Well established pharmacy for sale—The Cleveland Drug Company, Cleveland, N. C

Riggsbee Elected President

Under the leadership of President Claude Wheeler, the Durham-Orange Drug Club closed out a most successful year on May 28, when new officers were elected and installed.

E. L. Riggsbee, Duke Hospital pharmacist, was installed as president of the club for the coming year. Serving with him will be Zack Lyon, sales manager of the Peabody Drug Company, as vice-president, and Dr. Earl T. Brown, UNC pharmacy professor, as secretary-treasurer.

The meeting, held in Chapel Hill at the home of Mr. and Mrs. W. J. Smith, was attended by the wives of the members, also. A lavish spread of food, prepared by the ladies, was served picnic style.

Dr. F. C. Hammerness, secretary-treasurer of the club, was lauded for his eight years of effort in behalf of the organization. Dr. and Mrs. Hammerness are leaving the state for Boulder, Colorado, where Dr. Hammerness will be on the staff of the College of Pharmacy.

The officers of the club were accorded a vote of acclamation for their year's work—the club's programs being acknowledged for their high value to the membership.

James R. Casteel reported 15 Durham pharmacies participating in the uniform prescription blank project. He noted that in some cases prescription blank costs had dropped for individual participating stores from $600 to $800 a year to $60.

PHARMACY FOR SALE

Drug stock for sale; fixtures and building for rent. Long lease available. Fast growing Eastern Carolina town. Good prescription business established. Write GNM-6, Carolina Journal of Pharmacy, Chapel Hill, N. C.

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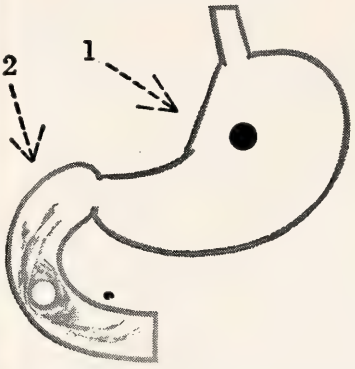
how 'ECOTRIN' (S.K.F.'s Duentric†-coated aspirin) prevents aspirin-induced gastric upset



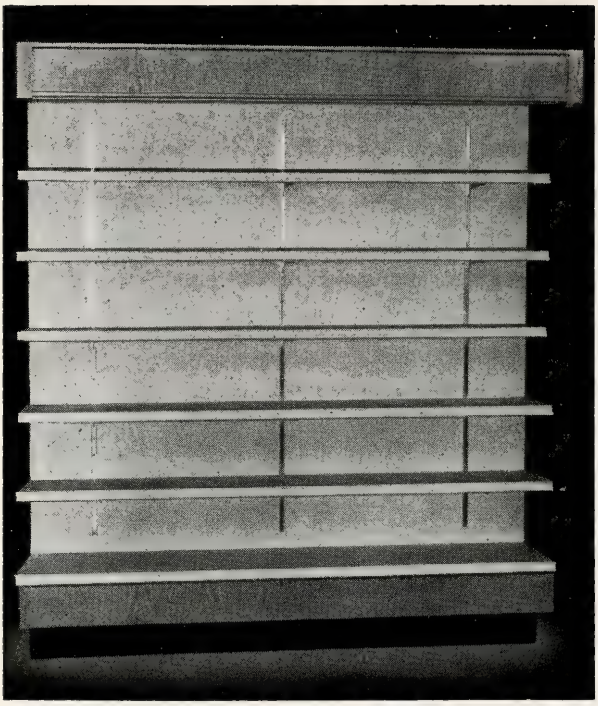
Ecotrin's 'Duentric' coating remains intact in the stomach (1), but disintegrates almost immediately in the small intestine (2), assuring full aspirin effect without gastric irritation. Particularly useful in rheumatic disease where high doses of aspirin are often routine.

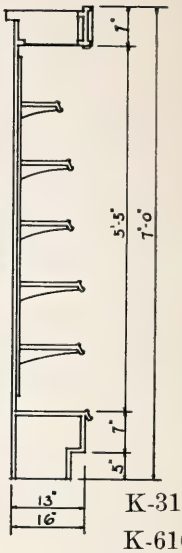
ECOTRIN*
S.K.F.'s Duentric†-coated aspirin

Available in 5 gr. tablets, bottles of 100.

Smith, Kline & French Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off. †Trademark





K-312
K-616
SECTION

CONTINUOUS SELF-SERVICE OPEN DISPLAY WALL CASES

Our continuous style self-service open display wall fixtures are available in 13 and 16" depths. The five shelves are adjustable and fitted with a price ta moulding that becomes a part of the shelf itself. The shelves recede from th base, accomplished by using narrower shelves near the top.

The vertically grained hardwood apron and cornice set off the lacquer colore interior shelves. The base is recessed and black enamel finished. The cornic may be extruded and fitted with fluorescent lights. Lettered glass panels ma be inserted into the cornice, or wood letters mounted on top, to identify d partments.

The shelves in these continuous wall fixtures may be made interchangeab with the shelves on our Gondolas for maximum efficiency. Shelves may b equipped with glass bins to suit individual requirements.

Send for our complete catalog or free engineering service.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG **VIRGINI**

North Carolina Rx Price Survey

Rx 1.
Serpasil-Apresoline #2
Disp. C Tablets

Rx 2.

Codeine Sulfate	gr. x
Ephedrine Sulf.	gr. iv
K Iodide	drams iv
Sy. Wild Cherry	f. ozs. iss
Linctus Comp.	qs ad f. ozs. vi

Rx 3.
Sulfanilamide Powd. grs. 70
Coca Butter, qs ad to make 14 rectal suppositories

Rx 4.
Empirin Comp. c Codeine #2 Disp. 24 tablets

	Rx 1.	Rx 2.	Rx 3.	Rx 4.
Sylva	$10.00	$2.30	$2.90	$2.35
Albemarle	9.85	2.25	2.85	1.65
Oxford	10.00	3.00	-	2.00
Rockingham	10.00	3.00	2.75	1.75
Hendersonville	10.00	2.25	3.50	1.50
Waynesville	10.00	2.50	3.00	2.00
Goldsboro	10.00	2.75	3.00	1.50
Nashville	10.00	2.75	4.25	1.50
Kinston	10.00	2.50	3.00	2.00
Morehead City	10.00	2.75	-	1.75
Asheboro	10.00	2.25	4.00	1.50
Lumberton	9.00	2.25	3.85	2.00
Whiteville	9.50	2.50	2.75	2.00
Sanford	10.00	2.00	3.00	2.00
Marion	9.00	2.25	3.50	1.50
Clinton	9.00	2.35	2.25	2.25
Shelby	10.00	2.25	3.50	1.50

SMITH WHOLESALE DRUG CO.
SPARTANBURG, S. C.

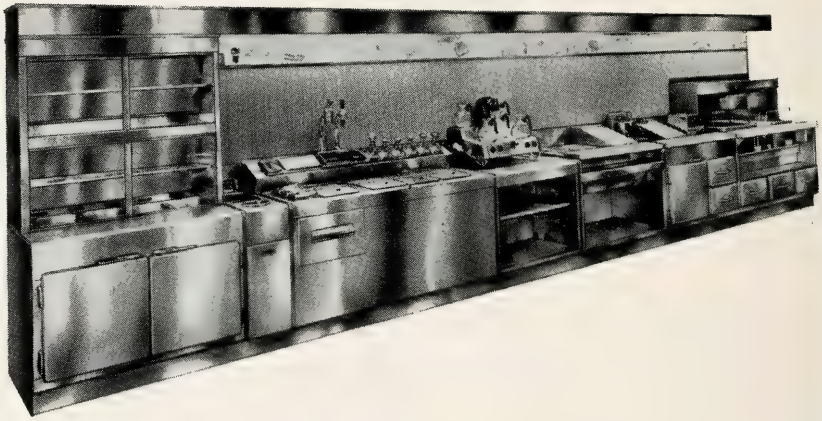
A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Stanley Knight
Soda Fountain and Luncheonette Equipment

Berryhill's
Stylemaster Streamline Drug Store Fixtures

Free Designing and Planning Service



We Specialize in the complete installation of Drug Stores

If You Are Planning to Build a New Drug Store or Remodel—Write Us Today —Get Our Price Before You Buy—

Berryhill Fountain Sales Co.

P. O. Box 3251—Phone Edison 2-8945
Charlotte 3, N. C.

Of Soda-Jerking Days

The *Raleigh News and Observer,* in a nostalgic piece about the departure of the "male soda clerk," bemoans the sort of individual who never did exist. And if our Raleigh contemporary doesn't believe that, just let it ask some graying acquaintance who filled the role of a small-town soda jerk back in days agone.

Mostly the soda fountains had high school or college age youngsters behind them. During the Winter months fountain business slacked off sharply and one of the regular drug store clerks looked after customers who craved a Coca-Cola, root beer, milk shake or lemonade. Business picked up on Saturdays, during court week and on first Mondays; and if possible some lad around town was taken on for those occasions. As soon as school was out, the Summer soda jerk assumed his full-time seasonal job.

A teen-age high school or college student was no such oracle as our Raleigh contemporary depicts: "A cross between an Irish bartender, the town crier and a psychiatrist." He did know which of the regular customers wanted lemon, a dash of cherry syrup or even ammonia in his Coca-Cola; but his general store of information did not go far beyond that. He was quite interested in the gals who came in and frequently kept other customers waiting while he overdid the service for them, even to sitting down at the table and chatting while they sipped their soft drinks or ate their sundaes.

Mostly soda jerks of the period grumbled about having to scrub the fountain every morning, washing and putting the glasses on the drain board every night before closing; condemning audibly and more frequently in his mind those who messed up tables for him to clean and griping about customers who came in just around closing time and kept him waiting for 15 or 20 minutes while they dawdled over what he had concocted.

The soda jerk's life fell in many instances upon pleasant ways. But if our Raleigh friend thinks all was merriment, camaraderie and ease, he should have had to work behind a soda fountain counter over just one Fourth of July celebration in the manner that North Carolina hamlets used to put them on with a countryside attendance whose appetite for cool drinks and ice cream was truly insatiable. Our soda-jerking days are thankfully one era that's well behind us.

—Greensboro Daily News

Placed on Probation

For violations of the "refill provisions" of the Federal Food, Drug & Cosmetic Act, six persons, including a number of pharmacists from the Leaksville-Draper-Spray area, were placed on probation for two years.

Fines of $750 each were assessed three pharmacies involved.

The case, tried in Greensboro in early June, stemmed from an investigation of a "barbiturate death" reported to the Federal authorities.

℞ BOXES AND LABELS

E. N. ROWELL CO. INC.

BATAVIA, N. Y.

Representative

M. C. GRIER

1110 Ann Street

Monroe, North Carolina

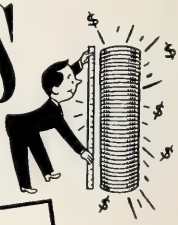
Telephone 1353-L

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS
or
100 TABLETS

REPLACEMENT OR REFUND OF MONEY
Guaranteed by Good Housekeeping
IF NOT AS ADVERTISED THEREIN

...a better value for your customer!

Weddings

Mobley-Thomas

On Sunday, May 26th, Miss Cherry Ann Thomas of Graham was betrothed to Benjamin Kater Mobley of Burlington. Mr. Mobley is pharmacist at Alamance Drug Company, Burlington.

Hackney-Jackson

June 8th was the wedding date for pharmacists Sara Alice Jackson of Lumberton and Eugene Hackney of Sanford. Both are employed at Raleigh—Mrs. Hackney at Rex Hospital Pharmacy and Mr. Hackney at Melvin's Pharmacy. Mrs. Hackney is the daughter of Mr. and Mrs. J. C. Jackson.

Births

Edwin Ross Reaves

The Charles Reaves of Ashesboro are announcing the birth of their third child, Edwin Ross, weighing 8 lb. 12 oz. The other children are Charles, Jr. and Cindy.

Neil Elaine Teague

Mr. and Mrs. J. Ralph Teague of High Point are announcing the birth of Neil Elaine, born May 21, 1957. Mr. Teague is with Harris Drug Store of High Point.

David Robert Taylor

Mr. and Mrs. William W. Taylor of Chapel Hill announce the birth of a second son, David Robert. Born May 16, he weighed 8 lbs. ½ oz.

Robert Milas Martin, Jr.

The Bob Martins of Ashoskie are announcing the birth of Robert Milas Martin, Jr. on May 4, 1957, weighing 6 lbs. 11 ozs.

Robin Ann Bain

Mr. and Mrs. J. D. Bain, Jr. of Clayton announce the birth of Robin Ann on April 25, 1957, weighing 8 lbs. 8 ozs.

Deaths

HAMILTON E. DAVIS

Hamilton E. Davis, manager of the Davis Drug Store of Andrews for a number of years, died May 21 following a period of declining health.

Born July 4, 1889, Mr. Davis graduated from the Atlanta College of Pharmacy. He was licensed to practice pharmacy in North Carolina on June 10, 1914.

C. W. ELLINGTON

Cope Winslow Ellington, 78, retired Greensboro pharmacist, died May 15. Burial was in the Mount Lawn Cemetery, Raleigh.

LESTER B. MULLEN

Lester B. Mullen, 66, operator of Mullen's Pharmacy, Asheville, since 1924, died in his sleep on the night of May 29.

A native of Huntersville, Mr. Mullen attended UNC, later working for the Torrence Drug Company, Gastonia. He had made his home in Asheville for the past 39 years, first as an employee of the Smith Drug Store, later as the operator of his own pharmacy.

POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

"ME...a hard luck guy?

...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

DOINGS

OF THE AUXILIARIES

REPORTERS

- **Charlotte—Mrs. James A. Wolfe**
- **Wilmington—Mrs. W. R. Adams**
- **Greensboro—Mrs. J. A. Ranzenhofer**
- **High Point—Mrs. J. Louis Coble**
- **Raleigh—Mrs. Romas T. White, Jr.**
- **Winston-Salem—Mrs. John Holland**
- **Pharmacy Wives—Mrs. Paul Stevenson**
- **Alamance—Mrs. C. A. Wharton**
- **Rowan—Mrs. E. R. Fuller**

Charlotte

In a most impressive chain link installation ceremony, each new officer being given a link of a different color significant to her office, then linking on to the President's link, finally all officers forming a circle denoting unity of purpose, Mrs. L. E. Barhardt installed the following new officers for 1957-58, at the May meeting.

President, Mrs. J. H. Morris, Jr.; Vice-President, Mrs. James A. Wolfe; Rec. Secretary, Mrs. H. J. Singleton; Cor. Secretary Mrs. W. G. Fowler; Treasurer, Mrs. C. F. Norman; Parliamentarian, Mrs. Victor L. Riggsbee; Adviser, Mrs. F. F. Potter.

Decorations by Mrs. Joe A. Monroe followed the link theme, using crepe paper links down the center of the table, centered by a bowl of muti-colored flowers. The devotional was given by Mrs. R. L. White.

Mrs. M. W. Stone introduced a prospective member Mrs. Julian C. Helms, and our special guests, Mr. and Mrs. T. N. Edwards. Mrs. Edwards is a charter member of the Charlotte Auxiliary, a former President, and is the one for whom one of our scholarships is named.

In appreciation of her services during the past year, the members presented our President, Mrs. F. F. Potter, a silver tray. Door prizes were won by Mesdames Louis Holmes, Julian C. Helms, and H. J. Singleton.

The Charlotte Druggist Auxiliary extends to Mrs. E. D. Jackson its deepest sympathy in the loss of her mother in May.

Rowan

The Rowan Drug Auxiliary held their May meeting at the Salisbury Country Club. Mrs. Edwin Fuller presided and Mrs. J. W. Compton led devotions.

Mrs. Fuller read a report which she had made at the annual convention of the Woman's Auxiliary of the North Carolina Pharmaceutical Association.

Officers were elected for the coming year as follows: Mrs. George Albright, Jr., president; Mrs. James Fowler, vice-president; Mrs. Robert Julian, secretary-treasurer; Mrs. M. L. Joye, historian.

Greensboro

The May meeting of the Greenboro Drug Club Auxiliary marked the close of the club year, and featured the installation of the following officers who will serve for 1957-58: President, Mrs. Marion Edmonds; Vice-President, Mrs. J. T. Hart; Secretary, Mrs. G. H. Steele, Jr; Treasurer, Mrs. G. G. Buchman; Historian, Mrs. C. W. Paoloni; Chaplain, Mrs. W. P. Rose.

Large apothecary jars filled with flowers, and mortars and pestles added decorative interest to the luncheon table.

The Rev. Peter C. Robinson, Rector of St. Francis Episcopal Church, gave an inspiring talk, stressing the importance of administering to the spiritual needs of children, as well as attending to their physical ills.

Hostesses for the meeting were Mrs. J. F. Pickard, Mrs. W. P. Rose, Mrs. John A. Ranzenhofer, Mrs. R. F. Whiteley, and Mrs. J. T. Usher.

High Point

The High Point Pharmaceutical Auxiliary held its last meeting of the year at the home of Mrs. Ernest Anderson, Jr.

Mrs. J. Louis Cobb reported on the activities on the NCPA Convention, and on projects of the Woman's Auxiliary.

During the business meeting, offiers were installed to serve for the new year as follows: President, Mrs. S. O. Bailey; Vice-President, Mrs. Carson Southern; Secretary, Mrs. Claude Lowe; Tresurer, Mrs. Irving Tilles; Parliamentarian, Mrs. E. R. Anderson, Jr.

Mrs. Harold E. Evans was welcomed as a new member.

Howell Hall Happenings

Funds for a larger pharmacy school building have been assured by the General Assembly in a special $10,000,000 bond issue. The bonds can be issued without the vote by the general public and make the funds available without delay. The urgency for the education of more pharmacists in North Carolina is increasingly evident from the scarcity of pharmacists for excellent positions this year.

The annual Awards Night was held at the last monthly meeting of the Student Branches of the North Carolina Pharmaceutical Association and the American Pharmaceutical Association in the pharmacy school auditorium on May 13. Dean E. A. Brecht announced the following students as recipients of awards and honors in the School of Pharmacy:

The Lehn & Fink Gold Medal for highest scholarship was presented to Shirley Weaver Bumgardner of West Jefferson. She also received the Kappa Epsilon Award for being the outstanding woman student as selected by a committee of students and pharmacy staff.

The Buxton Williams Hunter Medal for scholarship and campus citizenship was presented to Joe Ephriam Smith of Connelly Springs.

The Student Body Award in the form of a mortar and pestle plaque was presented to Donald Joseph Miller of Raleigh selected as the outstanding graduating student by a student committee. He also received the Key to the Outgoing President of the pharmacy student body.

The two Merck Awards, consisting to two useful reference books, were presented for noteworthy achievement to Renus Edgar Rich, Jr. of Morganton and Gerald Kelly Harrington of Sanford.

The Bristol Award in the form of a medical dictionary was presented for noteworthy achievement to Charles Peter Copses of Charlotte.

The Pharmacy Senate Award, a gold cup for loyalty and service was presented to

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Maurice Edward Underwood of Wilmington as selected by a committee of students and faculty.

The Rho Chi First Year Award for highest scholarship during the freshman year was won by Virginia Hankins Carswell of Spring Lake. The M. L. Jacobs Award for excellence in Pharmaceutical Organic Chemistry was won by David Ramsey Davis, Jr. of Williamston.

Kappa Psi won the prize of $25 from the North Carolina Pharmaceutical Association for presenting the best student program at the Student Branch meetings during the year.

Dean Brecht received the Rexall Award consisting of a replica of a 16th Century Bronze Mortar and Pestle for outstanding achievement.

Honors won by pharmacy students in the University but outside of the School of Pharmacy included the following: Shirley Weaver Bumgardner was initiated by the Valkyries. Shirley Bumgardner and Joe Smith were initiated by the Order of the Old Well, University Service Organization. Nicholas H. Batuyios, Earl T. Brown, and Cosmo DiFazio were initiated in the Sigma Xi, national honorary research society.

The Pharmacy Weekend was celebrated on May 10 and 11 with a picnic and combo on Friday. Phi Delta Chi won the Bob Cohen Softball Award for winning the game at the picnic. On Saturday 17 students and faculty played through a light rain in the Golf Tournament which was won by Donald Joseph Miller for a low gross score and James Gene Butler of Morganton for the low net score. A formal dance at the Women's Gymnasium with Jim Crisp's Orchestra providing the music concluded the weekend.

The Ninth Annual Justice Drug Company Banquet honoring the graduating students was held at the Hope Valley Country Club on May 16. The perfect hospitality of President P. A. Hayes and his colleagues was thoroughly enjoyed and appreciated by the 120 guests which included the faculty and staff of the school, officials of the NCPA and their wives.

Cosmo A. DiFazio passed the final oral examination for the Doctor of Philosophy degree on May 16. The title of his dissertation was "Studies on the Structure of Plasmologens." His advisers were Dr. Carl E. Anderson of the Department of Biochemistry and Dean E. A. Brecht. He was Ph.D. number 20 with a major in pharmacy or pharmaceutical chemistry.

Rho Chi

The Initiation Banquet was held at Lenoir Hall on May 21. Officers for the coming school year were elected: President, Ronald Austell, Shelby; Vice-President, David R. Davis, Jr., Williamston; Secretary-Treasurer, James Miller Prevo, Thomasville; and Historian, James Louis Inabinet, Winston-Salem.

Kappa Epsilon

The Founders Day Banquet was held at the Pines on May 15. President Sue Sheek presided. The guests included Miss Alice Noble and Mrs. I. W. Rose, associate members.

Pharmacy Senate

The following officers were elected for the coming school year: President, Gene Dutton, Hickory; Secretary-Treasurer, Loretta Johnson, Harrells; Recorder, Christine B. Manos, Fayetteville; Reporter, Hugh Hinton, Middlesex; and Parliamentarian, Bernie Nance, Salisbury.

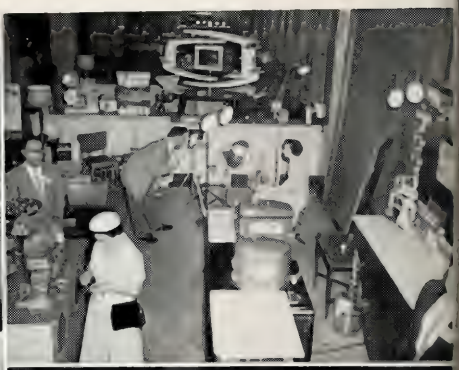
Kappa Psi

The folowing awards were presented by Reagent Hugh Hinton at a banquet meeting during the Pharmacy Weekend: Brother Achievement Award to William H. Mast of Sugar Grove, Pledge Achievement Award to Joseph Steven Ferrell of Elizabeth City, Best Pledge Award to William Whitaker Moose of Mt. Pleasant, the Reginald Conway Ferrell Memorial Award to Woodson Bradford Fearing of Manteo and the Past Reagent Award to Donald Joseph Miller of Raleigh.

Phi Delta Chi

At the Awards Night Program President Gene Dutton presented the Phi Delta Chi Achievement Award to Robert Dean Butler of Morganton.

WORST-BEST
AVERAGE
BEST-WORST



Convention Pot Pourri

Haphazard Impressions of a Delegate, Presented in Rambling Sing-Song

JAMES W. HARRISON, Asheville

The beauty of the David Ovens Auditorium with its luxurious appointments and delicate shades of color; the flashing lights coruscating like pieces of rainbow scissored off and flung into the hazy dusk of evening. . . . Charlie Andrews celebrating his fiftieth anniversary in pharmacy by taking militant puffs on a king size cigarette as he traversed the lobby with beaming wife on arm. . . . What I first thought to be a Cambridge accent in Ben Cooper's voice proved to be a slight Scottish burr with intriguing shades and nuances of idioms reminiscent of a Caledonian hedgerow. . . . Al Betts of Anahist relating his version of a farm boy turned salesman. Tip to Al: **Printers' Ink** uses such stuff in "The Sale I Never Forgot" column. . . . The same wheel chair occupant in the "Pet Room" using opportunities to work and play a while in the ambiance of the sitter. . . . It seemed we needed a call board during one Business Session when it was announced that so-and-so was to call FR 7-2561. How I should remember a telephone number a month after hearing it and forget who was called, I'll never know.

Taking a look at the youthful face of Sam Goodwin receiving the Pepsodent Scholarship from President Tyson, I felt my age and glanced over my shoulder down the corridor of time to a point when I too was aflame with the spirit of Scheele, Caventou, and all the other stalwarts of long ago, then reflecting that the generation behind us is breathing down our necks, asking for room. But we oldsters still have a spark. We may flank the barricades but we can still help youth storm the ramparts. We reinforce the generation in whose hands and hearts we place our hopes and dreams. . . . Dorsey Welch, scheduled for the opening session the last afternoon, opining he was commissioned to either wake them up or soothsay them into post prandial slumber; yet he answered questions as quickly and automatically as an electric light answers a switch. . . . Seas of faces at the Center, weaving through layers of cigarette smoke, faces merging into wraith-like figures clothed in mist. . . . The patrician wearing spectacles that enhanced her beauty, quite countering the effect of an errant lock of corn colored hair set free from her coiffure by a vagrant breeze.

Ed Brecht making words march like soldiers on parade, each one a gem gleaned from some giant thesaurus. Beautiful words fashioned into sentences of syntactic perfection, conveying his thoughts in prosody

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LEFT TO RIGHT:

(1) Frank Errigo and Gilbert Hartis of Parke, Davis and Company urge pharmacists to be better than average—average being the worst of the best and best of the worst.

(2) General view of the Lance, Coca-Cola and B & H Photo booths located in the lobby of convention headquarters.

(3) Official registrars at the Woman's Auxiliary registration desk.

(4) Woman's Auxiliary Brunch-Bridge Party, showing one section of the ballroom.

(5) Bill Barnett of B & H Photo Company, Charlotte, presents Ansco Camera Outfit to W. R. Griffin, Old Fort Drug Company, Old Fort (won in prize drawing).

(6) Some of the convention golfers—R. G. Dorton, Howard Niven, C. L. Swearngan, W. R. McDonald, III, and Jim Thomas.

(7) Mrs. R. L. White (arm on piano) and members of her prize committee, who achieved their goal of having one valuable prize for all members of the Auxiliary who registered for the covention.

(8) TMA Officers. Seated, left to right: Reuben C. Russell, vice-president; R. C. Ne-Smith, president; J. Floyd Goodrich, secretary-treasurer. Directors, left to right: R. L. White, Cecil Williamston, Stephen T. Forrest and Leon Kimball.

—Pictures by B & H Photo Service, Charlotte.

of dimensional iambus with never a semblance of hiatus, even transitory. Iambic dimeter alternating with dactylic hexameter, sheer poetry moving a dipody to a distich, welding a tripody to a tristich in lyrical odes. Not all poetry is poetry, but Ed's prose is. . . Frank Errigo evoking his thoughts from the grooves of his mind in a voice to invoke the Holy Ghost to make us see facts. He maintained the premise we must not allow our competition to pull down things in ruins about us because we might not have strength to climb over the ruins. Yet we should not sit and weep; eupeptic man should be ever vigilant in holding onto his own. . . Nine of us in a car designed for five on the way back from the Auditorium; the Elkin Irwins and Royalls, the Old Fort Griffins, the Asheville Harrisons, and Joyce, ah Joyce! "Full beautiful, a faery's child; her hair was long, her foot was light." (Keats, of course.) But it was quite comfortable, thank you, and the trip was interesting, hilarious even, when we became lost in the maze of streets and avenues of metropolitan Charlotte. We could have been lost till yet had it stayed dark till yet. . . . Listening to Mayor pro tem Brown's invitation to go to the polls and vote for him come Tuesday, I wondered if Charlotte was in Mecklenburg or Madison counties. . . . The switchboard operator at the hotel; the wires and plugs and gadgets she manipulated made better reading than a confession magazine. . . . The filling station attendant who replied to a request to be routed to "74 West" by saying, "West what?" **Polonius**: "What do you read, my lord?" **Hamlet**: "Word, words, words." (Shakespeare).

Ellis, the Irish tenor, right down the line from John McCormack, dwelling on the high notes without a quaver or a quiver; the adoring glances he sent toward his wife were equivalent to tender embraces. . . . Thinking how diversified are the projects one may become active in while gaining points toward membership in the Academy of Pharmacy. The 25 members were engaged in so many, many different activities, but all pointing to one major desire: the advancement of the profession. . . . Ed Fuller, pointing a thinly veiled barb at the indifference and lethargy of those who would feather their hopes with thistles in wishful thinking that surcease from the rigors of competition on the part of clinic-owned pharmacies would come about by legislation rather than by hurling troops at the foe. The Golden Rule becomes mere mouthing unless it become a creed. Ed has worked on this Committee so long the Clinic boys know him as Hyperion to a satyr. . . . One of a quintet at the Auditorium ensconcing herself in a center seat only to be isolated as the rest of the party made a quartet on the left side. But before restoring the quintet to its only possible quotient, she found time to greet two visiting firemen with apologetic smiles and grave dignity. . . . The body dwells where the mind is. Out on the momentarily deserted sidewalk in front of the hotel at the anonymous moment between day and night; vesper time, time for meditation, thoughts milling in an idea-thronged mind that considered such momentous subjects as making headlines by solving metaphysica

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roblems or how it would seem to crusade or a strong battalion instead of the underog. Oh, well, a man is a hero to himself nly in his air castles.

The gravel voice vocalist who tried to utvoice Elvis with her raucous, rasping oice. What a paradox! It was pitiful how he tried to render "You ain't nuthin 'but a oun' dawg" as if it were "You are nothing ut a hound dog" with "dog" having a breve ver the "o" instead of its quasi-diphthong ound of "aw." And we get ridiculed for lozing our "r's." Yet the purest English utside the British Isles is spoken in the ountains around Asheville. . . . And arah is still Sarah. One of those women ho can spare her soul five minutes to use computing life's embroideries. "And ose eyes, the break of day, lights that do islead the morn." (Shakespeare). . . . eeling chagrin, regret, and a little dismay t appearing to seem churlish when I was ilatory in greeting a friend while racing gainst the clock to complete a chore. But e friend's understanding was proved by e erasure of his expression of hurt disppoinitment when my thoughts returned om their Board of Directors meeting to nfold him in warm greeting. (Come back, im; all is forgiven). . . . There's room r debate on who is the better cinematogapher, Ham Hammerness or Del Morgan. oth gave such excellent performances as insure bookings for future apearances. . . One would think a dining room full of iners would be a noisy bedlam, but one reakfast time the thunders of silence so ervaded the room that even the coffee sugar issolved silently without stirring it. Every iner seemed so occupied one would think ey had been transported to Introversia. . . Tom Ham and his exhortations for the erpetuation of the Institute of Pharmacy. e breathed fire and brimstone; he was a air-shirted John the Baptist far removed om the shining chrome and plush maogany of the conference room.

The Awarding Committee for the "Oscars Pharmacy" kept their plans a deep dark ecret. All the recipients were flabbergasted. oger McDuffie accepted his with staid ignity, quite refuting the half grin of hildish gluttony he cast toward the audi-

(Continued on page 297)

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CONVENTION POT POURRI

ice. Phil Link took his with the air of cub reporter getting his Press Card. atham West was overwhelmed but able to

EFT TO RIGHT:

(1) Pharmacists who have been licensed practice pharmacy for more than fifty ears and who attended the NCPA "50 Plus inner" on May 5: C. T. Council, Durham; orace Lutz, Hickory; J. L. Robinson, Bel-ont; Sam Carter, Salisbury; J. C. Wolfe, ickory; Tom Stanback, Salisbury; Charlie . Andrews, Burlington; and W. F. Hol-nd, Mount Holly.

(2) Informal discussions—an important art of the convention. Here shown Mr. and rs. W. F. Rhyne of Gastonia and Mr. and rs. T. W. Wohlford of Charlotte .

(3) R. L. White, J. Floyd Goodrich and . A. Hayes at the Scripto Pen Booth, where ore than six hundred pens were sold in a nd-raising project of the Woman's Auxili-y. Mrs. Homer Starling of Raleigh (shown hind desk), Mrs. R. L. White (in charge of n sales) and others worked hard to put is project across.

(4) The smiling gentleman at the Lance ospitality Booth is Sam Robinson, district anager for Lance with headquarters in harlotte. Both the Lance Booth and the oca-Cola Fountain were popular with the nvention delegates.

(5) The photographer catches J. Louis obb of High Point making a sketch of aricaturist Tom Glover of New York, who, turn, prepares a caricature of one of the legates. Sponsored by Justice Drug Com-ny, the caricaturist was in big demand; d 175 sketches; has to pass up many po-ntial customers due to lack of time.

(6) NCPA President Jesse Tyson inducts epresentative Carl T. Durham into the Hall of Fame in Pharmacy."

(7) At the Auxiliary Brunch—Mrs. W. orsey Welch of Washington, Mrs. W. J. mith of Chapel Hill and Mrs. James R. asteel of Durham.

(8) Ready to tee off at the Myers Park ountry Club—Bud Helms, Frank Dayvault, obert Neal Watson and Edwin Royall, Jr.

—Pictures by B & H Photo Service, Charlotte.

respond with gratification bordering on pathos. Myself, feather flattened with incredulity, inferiority complex raging in the fleeting thought that never before was so much given for such pleasant tasks. . . . Gilbert Colina and partner executing one of those intricate Spanish dances, fluent motion with a grotesque beauty all its own. . . . The cynic, one apple in the barrel, who paid court so ardently and often to the unattached damosel and his philosophy of feeling no urge to tie a Gordian knot simply because he admired her structural design. Well, one doesn't have to love the Ionians because he likes their architecture. . . . Floyd Goodrich and his corps of helpers directing his registration of his twenty-oddth time, all working like they were strapped to the same wild horse. . . . Posers, getting their features photographed, some shyly, some boldly, some diffidently like first offenders being mugged and fingerprinted, the modern day equivalent of being placed in the stocks. . . . The breakfast diner wrestling with a grapefruit-half cut longitudinally. . . . Gilbert Hartis, his thoughts showing like a moose hiding behind an aspen tree.

Bob and Mary White, chief and squaw moving down the aisle, squaw with case of Scripto pens, chief with bag of wampum bringing up the rear guard like Indians on the Trace. . . . . The Blantons introducing son and daughter-in-law with parental pride. "My lovely living boy, my hope, my hap, my love, my life, my joy." (Du Bartas.) . . . The evangel tract disseminator who must have thought the people he met were Satan's emissaries. Sometimes a person who is long on God is a little short on humans. . . . The panting, gasping delegate who missed the bus and gazed at it fading in the distance, his face holding the utter hopelessness of the suicide. . . . You mean to say, Roger, that North Carolina preceded Texas in some thing? We're the first to have a Pharmaceutical Research Foundation, with 99% of the funds that breathe life into it coming from the home folks pharmacy family and only 1% coming from other sources. Folks everywhere have been telling us we need not sit in the back pew for anybody; maybe now we'll believe them. It's

everyone goes for

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folks of your stripe, Roger, who make function. . . . There are women whos mere entrance in a room, whether heralde by trumpets or mantled in panoply, enough to warm a heart before they spea a single word. And we had them in abu dance, 224 of them. . . . Paul Gamble ar Artemus Ward, two sergeants-at-arms, co tributing no little to the ease and smoot ness of the business sessions.

Imagine this writer giving pointers such masters as Jesse Pike and Roger M Duffie, the former on telephone tricks, t latter on selling thermometers. But tho guys don't spoof, they really got a litt something out of the missionary barr . . . It was good news that Alice Not would transfer her ineffable talents to t NCPRF. She will enlarge the Archives Pharmacy in North Carolina, compile a h tory of pharmacy. Her files containing t dossiers of North Carolina pharmacist w have many addenda. The scope of this pr ect will be enlarged tremendously if pha macists over the state send her materi newspaper clippings of their activities a like data. I cannot think of a better choi of one to do this work. . . . In introduci Carl Durham before he was inducted in the Hall of Fame of NCPA, WJ alluded the fact that Carl entered Chapel Hill on mule when he entered the University to l gin the study of Pharmacy. What a su ject for a human interest story. What imaginative reporter could do with a ty writer under his fingers and an inventory branching thoughts cruising in his thi box. . . . Tommy Curtis, product of Bo Street, displayer of sartorial perfection, e ready with a quip, pointed but barble . . . The syndicate of one, finding fa with things that mattered as little as dan lion puffs, yet fumbling at life and tru ling to people like minuscules truckle to tans.

Business session in the Chelsea Room. hope all the delegates got the same wallo did in listening to WJ picture the grow and condition of the NCPA. The Chel Room held fond memories for him; it v there he accepted the Secretaryship in 19 while Joe Hollingsworth was preside Then it was a 60-year old gentleman, ca

ss and crutchless true, but capable of eat accomplishments. Now it is a sturdy, oving, lusty 77-year old gent, never rest- g in its labors for its members. Now, WJ ears eye glasses, his embonpoint is a bit ore tumescent than in 1940, his forehead a tle sparser in hirsute adornment, the tem- es veering to rime frost in color. But his thusiasm is unflagged, his courage un- aunted. Oh, he probably gets tired at o'clock instead of midnight now, but he bors on just the same. Yes, he has an in- iration. It is you and your appreciation his efforts; it is, too, his family who lps him, who takes away the ruffles from e cloth. I, for one, would be ashamed not try to be a good member of such an or- anization. . . . The delegate who filled s pipe with the serious deliberation of all pe smokers, then lit it with the ritual of e order. . . . Louis and Ruth; he, the ning in her heart, she, the first in his life's ouse. No raffish Pan he, to sniff the air a pagan garden. . . . Jimmy Casteel, in ving his program he got right into things and snuggled up in them. . . . B. S. Griffith, relating some aspects of newspaper publishing, painted pictures with sure, deft strokes, the lurid with bathos, the heart-tugging with pathos. Fonts of type were never pi-ed but became warm and friendly with its spaces and quads.

Up and about, no time to sit around a hotel room containing a TV set no one ever turned on, furniture no one ever sat in, pots of plants no one ever looked at, beds not much slept in. . . . W. S. Wolfe and Louis Cobb conducting the **Rite of the Roses** amid a hushed silence like the silence of a thawing ice drift. . . . The carefree delegate who of ambrosia had sipped too freely, effecting a precarious balance on the orchestra stage only to lose his footing and land in a heap on the dance floor. He felt no pain; he was sufficiently anesthetized. . . . Eyes following Floyd Potter as he wended his way toward the elevator with brown bag in hand as if he were out to rob a bank when he was only going to his room to change his shirt. . . . MacAllister, making his card

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index mind do his bidding with a flair for making figures come alive as he gave his report. Thoughts are never facts, but facts became thoughts as he expounded them in the unleavened language legal minds enjoy. . . . The Charcoal Steak House where the plaid clan boys thought they paid twice over for the privilege of eating red meat there. . . . The Tainters, they wouldn't miss a Convention even if they had an option on Paradise. Dean, benignant as a pilgrim taking up his staff; Mayme, cherishing her right to share her friends' suffering but not too demanding in her right to share their pleasures; Ann, petally, tendresse, at times forlorn and tired, but then she had a fever. . . . The languorous miss who checked her beauty in a compact mirror before her dancing partner made his way to her by weaving through the moving figures like a rat mapping his way out of a labyrinth. . . . The glance directed toward Johnny Bennick by a thirsty miss that would tug at a wallet—it gleaned his carafe instead, and all she wanted was a Coke. . . . The registration desks that started the day in symmetrical order and ended the day no more tidy than a shanty town alley. . . . The omnipresent lobby sweeper unable to distinguish between the gold and the dross, attempting to dispose of it all like throwing out the baby with the bath water.

Hammerness, aroused warrior, rising militantly to defend his profession and speaking against Resolution No. 9; if his inward soul rebelled it uttered no audible moan of anguish to encourage his one opponent. What he conveyed in so many words was: if you kiss your art on the mouth, then your art become a harlot. The Resolution was not carried. . . . Moss Salley, Jr. seeking byways and hedges and the County Drive-In, using more miles to get to Charlotte than any highway map has ever shown. Oh, well, what matters a few more miles, a few more minutes, when we waited a whole year for this. . . . Artemus and Latham; what's odd about a friendship that seems to go on forever? Why are we so prone to underestimate the consequences of lovingkindness when the consequences of its absence are so apparent? . . . Nature used her first payment for good weather by showering a coolth on us Sunday evening, the for Monday and Tuesday she gave us warm sunlight and cheer. But Sunday's showe enable two young things to steal away t a quieter trysting place than a noisy lobby "And they are gone: aye, ages long ag these lovers fled away into the storm (Keats). . . . The three-in-two dance puppeting his models in stiff, grotesqu movements in perfect time with the accon panying music; stilted symmetry as plea ing as beautiful music or beautiful poetr . . . President Tyson transferring his offic to his successor, Blanton, in a ritual diffe ent than heretofore, swearing him in wit ceremony like a Chief Justice swearing in Chief Executive. . . . Dancers on the floo bejeweled **feminae** with carmined lips, po dered cheeks, and alabaster shoulders lik pullulating figurines swaying, swarmin teeming in virile masuline arms.

Be seeing you in Durham next year.

"Sport, that wrinkled Care derides,
And Laughter, holding both its sides.
Come, and trip it as you go,
On the light fantastic toe."

—Milton

Sale

National Cash Register. I Drawer. Rings up to $5.99; Present market value $400. Will sell for $175.00. LR-CJP6.

Our Cover This Month

The ancient art of hand-filling hard she capsules is practiced in the Product Develo ment section, Research Division, Americ Cyanamid Company at Lederle Laboratori Pearl River, N. Y. During clinical tria of a new pharmaceutical product or expe mental compound, only a limited number capsules are required. The ingredients a carefully formulated and compounded a then hand filled on a device similar to ol time capsule making machines.

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10%—increase in vacation sales expected in 1957 over 1956.

$53.—per person. Estimated vacation spending in drug stores in 1957.

MR. DRUGGIST: To get your share of vacation need sales, see your KING salesman.

HEADQUARTERS FOR VACATION NEEDS

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

The Carolina JOURNAL OF PHARMACY

Volume XXXVIII JULY, 1957 Number 7

HELPS MEET
THE NUTRITIONAL CHALLENGE OF PREGNANCY

COMPREN

(Prenatal Dietary Supplements, Lilly)

Your customers will appreciate your suggestion of 'Compren,' because it offers them these important advantages:

Phosphorus-free calcium--250 mg. of available calcium (as calcium carbonate) in each pulvule

Intrinsic factor for optimal absorption of vitamin B_{12}

High vitamin B_6 content to supply the increased need for this vitamin during pregnancy

Liberal amounts of folic acid, iron, and all other recognized vitamin factors

Permits the preferred three-a-day dosage schedule

Supplied in bottles of 100, 500, and 1,000

ELI LILLY AND COMPANY, INDIANAPOLIS 6, INDIANA, U.S.A.

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Lilly
QUALITY / RESEARCH / INTEGRITY

BEFORE OR AFTER THEY PUT THEIR FOOT IN IT...

ZIRADRYL®

Benadryl® Hydrochloride with Zirconium

CREAM · LOTION

Because it relieves itching and neutralizes plant toxins, ZIRADRYL is an ideal choice for vacationers who may be exposed to poison ivy or to poison oak. Why not anticipate their summertime needs and stock ZIRADRYL now?

ZIRADRYL Cream is supplied in 1-ounce tubes.
ZIRADRYL Lotion is supplied in 6-ounce bottles.

PARKE, DAVIS & COMPANY DETROIT 32, MICHIGAN

The House of Friendly Service

2923 South Tryon Street
Charlotte, N. C.

Scott Drug Company

Service Wholesalers Since 1891

A Brand New Glorious Box For the Favorite Candy of the South

NOW

Personalized

TOO!

$2.00 lb.

- **Nunnally's creates a new appeal for fine gift candy!**
- **A box designed to capture the tradition of The South with space for the personal message of the sender.**
- **Record-breaking advertising and sales promotional campaigns!**
- **Plus . . . Window banners, point-of-sale displays and visual sales helps!**

Nunnally's
THE CANDY OF THE SOUTH

North Carolina Representative:
R. L. Blanton
P. O. Box 84
Charlotte, N. C.

Have You Marked Your Calendar for Sunday, Monday, and Tuesday August 11, 12, and 13

TO ATTEND THE JUSTICE DRUG COMPANY SPONSORED GIFT SHOW? THIS IS AN EVENT YOU WILL NOT WANT TO MISS.

The following manufacturers' lines will be featured:

RYALS CASKEY
WALKER HEATING PADS
WARREN DIAPER BAGS
ELECTRESTEEM
JONES METAL PRODUCTS
BRITE WATCH BANDS
UNIVERSAL VACUUM PRODUCTS
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EASTMAN KODAK COMPANY
G. E. FLASH BULBS
WESTCLOX
FIRMAN LEATHER PRODUCTS
WEST BEND ALUMINUM COMPANY
BRONSON-PURDY SALES AGENCY
G. E. HEATING PADS
G. E. VAPORIZERS
E. Z. PRODUCTS
FORMULETTE
BRIDGEPORT BRASS
(FROSTY SNOW)
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STUART HALL STATIONERY
CASCO HEATING PADS
MENNEN COMPANY
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BOURJOIS
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SASHEEN RIBBON
SCOTCH TAPE
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GILLETTE
PAPER-MATE
PROPHYLATIC BRUSH COMPANY
DeVILBISS
AMITY LEATHER COMPANY
NORTHAM WARREN CO.—CUTEX
ARGUS
SYLVANIA
NOMA LITES
LENTHERIC
COTY
EDDY ASSOCIATES—TOYS

TRY YOUR FULL LINE DRUG WHOLESALER FIRST

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina JOURNAL OF PHARMACY

July, 1957

VOL. XXXVIII No. 7

★

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Chapel Hill

A New Day Dawns

Action by the recent General Assembly in providing funds for a new pharmacy building at Chapel Hill successfully concludes a program initiated by the NCPA thirteen years ago.

While there was no celebration to highlight the occasion, many persons close to the project were delighted to learn their years of effort in behalf of the appropriation had finally paid off.

While the funds appropriated ($1,150,000) for the building, equipment and grounds was less than originally requested, the faculty of the School of Pharmacy and others familiar with the preliminary plans confidently believe that facilities to accommodate 500 students can be provided. With favorable conditions, the building could be occupied by September 1959.

The new pharmacy building will be located on Pittsboro Road opposite the main entrance of the Memorial Hospital and closely adjacent to the Medical, Dental and Public Health schools. When the move has been completed, all units of the UNC Division of Health Affairs will be in the same campus area.

The first year pharmacy classes in recent years have numbered 60 to 70 students. Once the enlarged quarters are open, double the present number of entering students will be accepted for admission to the School. The 5-year pharmacy course, mandatory as of 1960, will be on an optional basis in 1959.

Since the state has taken steps to break the bottleneck on the pharmacy educational facilities at Chapel Hill, more and better trained pharmacists appear on the horizon. Certainly the state is getting into position where it will not have to depend on South Carolina, Georgia and other states for pharmacists (in recent years 6 out of 10 pharmacists licensed by our Board of Pharmacy were out-of-staters).

A new day and a new challenge dawns. Now, the NCPA will concentrate on attracting a far higher percentage of our high school graduates to Pharmacy than has been the case in the past. In this endeavor, the NCPA solicits your active participation.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Pyrozone Solution

Pyrozone Solution, one of the preparations mentioned in a special article on "dental medication" appearing in The Carolina Journal of Pharmacy, may be obtained from McKesson & Robbins, 919 Gervais Street, Columbia, South Carolina.

Some difficulty has been experienced in obtaining a ready supply of this product, hence we appreciate Ross Langdon informing us M & R is in position to ship Pyrozone Solution.

Any Old-Style Mellins Food?

If you have in stock ony of the old-style Mellins Food (round, brown-wrapped bottle), you can dispose of it at the regular retail price by shipping to Mr. Harold Kurtz, 3401 Dover Road, Durham, North Carolina.

Formula of the old-style Mellins Food is slightly different from the product now on the market. The original product, despite its age, is preferred by Mr. Kurtz. Will purchase any quantity you have on hand.

Top Lederle MSR

In recognition of their outstanding sales records during 1956, Lederle Laboratories representatives Robert South of Mooresville and Allan Snyder of Raleigh received gold cups from the company.

Presentation of the awards was by L. C. Duncan, general manager of Lederle, at a special meeting held in Absecon, New Jersey.

Watts Adds Solution Room

Watts Hospital Pharmacy has started the production of intravenous solutions, sterile irrigation fluids and small volume parenter medications in a new room especially equipp for the purpose.

Gerald M. Stahl, chief pharmacists, w supervise the solution preparation room, sisted by Miss Joyce E. Nelson.

Statement

To Clifton Truman Daniel from Jam Reston: "It's too bad you won't grow in Zebulon, N. C., or Independence, Mo., b you have a lot to look forward to, especia if you can get your granddad to tell y how he beat Tom Dewey in 1948."

Available

We have the names and addresses of s eral experienced pharmacists with previ managerial experience. Interested in e ployment with future prospect of p ownership of an established pharmacy. interested, write the NCPA.

Baby Lounge

Henriksen's Pharmacy, Wilmington, ceived national recognition when this it appeared in the June issue of **Good Hou keeping**:

"BABY LOUNGE: Many stores welco mothers who are shopping for infant ite But Harold E. Henriksen's pharmacy in W mington, North Carolina, provides a spec welcome. In the rear of his shop, Henrik has fixed up a baby lounge where a mot can take time out during a downtown sh ping trip to feed her child or to change h Henriksen provides potty seat, disposa diapers, powder and oil. There's also a b scale where, for good measure, the child be weighed."

Apprentice Pharmacists

Dr. Ben Cooper of Chapel Hill has b employed by the State Board of Pharm for the summer months to check on progress of the apprentice pharmacists the state.

Since the apprentice pharmacists are ployed in pharmacies extending from coast to Fontana near the Tennessee l Dr. Cooper will have an opportunity to v all sections of the state during the next days.

Officer Election

Welch to Head NCPA in 1958-'59

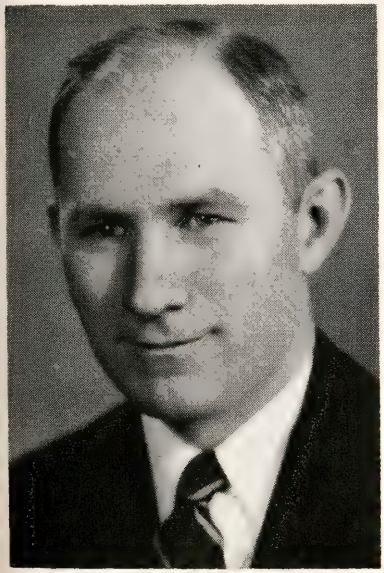
W. Dorsey Welch, Jr. of Washington has been elected president of the North Carolina Pharmaceutical Association for 1958-59 and will be installed at the NCPA's convention in Durham next Spring.

Other officers elected during mail balloting under way for the past 30 days include: Sam V. McFalls of Greensboro, first vice-president; Edwin R. Fuller of Salisbury, second vice-president; and Herbert E. Lovett of Liberty, third vice-president.

C. D. Blanton of Kings Mountain, whom Welch will succeed as president, was elected to the NCPA's executive committee for a 3-year term.

Four directors of the N. C. Pharmaceutical Research Foundation were elected: Paul B. Bissette, Sr. of Wilson, J. Paul Gamble of Monroe, Wade A. Gilliam of Winston-Salem and W. Latham West of Goldsboro.

Roger A. McDuffie, Greensboro pharmacist, will be recommended for reappointment to the State Board of Pharmacy. Currently Mr. McDuffie is serving as president of the Board.



W. DORSEY WELCH, JR.

Results of the mail voting were announced by W. J. Smith of Chapel Hill, secretary-treasurer of the NCPA, following tabulation of the vote at a meeting in Kings Mountain of a board of tellers composed of E. W. Griffin, Kings Mountain; J. R. Curtis, Bessemer City; Fred M. Moss, Gastonia; and R. W. Kiger, Shelby.

President-Elect Welch is a native of Chowan County; attended Edenton and Chowan High Schools and the University of North Carolina, graduating from the latter school in 1928. Licensed as a pharmacist in 1930, he made his home in Morehead City until 1933 at which time he moved to Washington. In 1937 he established a retail pharmacy, which today, operated as Welch's Drug Store, is one of the more successful pharmacies in Eastern North Carolina.

Mr. Welch is chairman of the Board of Education of the Washington City Schools; a member of the Beaufort County Board of Health; a trustee of Chowan College. He is a past-president of the Northeastern Carolina Drug Club and is one of fifteen members of the North Carolina Academy of Pharmacy.

A majority of the members who regularly attend the annual meetings of the NCPA voted to retain the present schedule of late April or early May for the convention. Some interest had been expressed to shift the convention to mid-Fall.

Service Addresses

2nd Lt. Henry N. Graham, MSC,
02288247
8-0-33 #4 AMSS
Fort Sam Houston, Texas

Graduating Class, School of Pharmacy, University of North Carolina, June 3, 1957

Graduating Class of 1957

Forty-three students graduated from the School of Pharmacy, University of North Carolina on June 3, 1957.

Reading from left to right, First row: Albert Sidney Clay, Oxford; Loretta Jean Barefoot, Asheville; Shirley Weaver Bumgardner, West Jefferson; Janice Lou Pipes, Asheville; Mary Sue Sheek, Yadkinville; Peggy Black Chandler, Kannapolis; Geraldine Keenum, Hazelwood; and Billy Worth Lanier, Buie's Creek.

Second row: Gerald Kelly Harrington, Jonesboro Heights, Sanford; Fred Richard Charles, Winston-Salem; Edwin Wilson Edmondson, Pinetops; Ernest Leroy Carraway, Jr., Williamston; John Wm. Leonard, Lincolnton; Hobart Whaley, Beaulaville; Renus Edgar Rich, Morganton; and Charles Barger, Hickory.

Third row: Joe Ephriam Smith, Connelly Springs; Wilbur Aubrey Crumpler, Roseboro; Charles Slater Williams, Durham; Pete Delon Freeman, Asheboro; Mack Elmo McCorkle, Roxboro; James Edward Arena, Durham; and Jack Loyd Tyler, Sanford.

Fourth row: Emory Milner Watson, Jonesboro Heights, Sanford; Stephen Burgin Roberts, Marshall; Robert Dean Butler, Morganton; and Ollie Cecil Harrell, Colerain.

Not present when picture was taken: James Cener Bolton, Rich Square; Lewis Harold Carter, Kelford; Charles Peter Copses, Charlotte; Ben Carter Courts, Reidsville; Robert William Foster, Greensboro; Byron Taylor Huckaby, Winston-Salem; James Thomas Ingram, Roanoke Rapids; Alpheus Jones, Jr., Warrenton; William Herndon Mast, Sugar Grove; Donald Joseph Miller, Raleigh; John Sanford Nance, Charlotte; Owen Fred Phifer, Marshville; Bill Proffit, Sherwood; Maurice Edward Underwood, Wilmington; Paul Adams Whitehurst, Murfreesboro; and Joseph Zambito, Goldsboro.

Get **CAPUDINE** *From Your Druggist*

Capudine advertisements have been emphasizing this for over 50 years—always promoting the sale of Capudine only through Drug Stores.

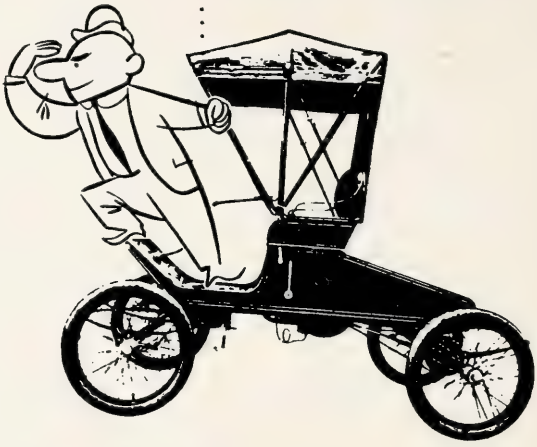
We take this opportunity to thank the Druggists of North Carolina for their co-operation in the sale of millions of bottles of Capudine during the past half century, without a complaint from a consumer.

"A Good Product Consistently Advertised"

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

ONE MINUTE PLEASE !

Shortest route to PROFITS



HOW? By Planning NOW

To Attend Geer's Christmas Gift Show

Spartanburg (S. C.) Memorial Auditorium
August 4-5-6-1957

- A COMPLETE HOLIDAY SHOW
- CAROLINA'S FIRST AND THE FINEST
- $2000.00 IN PRIZES GALORE! ! !

One Tremendous Room- - - - Not Crowded - - - - No Stairs Or Elevators - - - - Unlimited Parking Space on Grounds - - - - Three (3) Grand Prizes to Stores - - - - Door Attendance Prizes Daily - - - - Free Buffet Lunches and Dinners - - - -

FEATURING: Geer's Display Room and 38 Selected Leading Manufacturers Booths For The Best In Holiday Merchandise.

COME EARLY AND ALLOW PLENTY OF TIME FOR BUYING!

THE GEER DRUG COMPANY

TAR HEEL DIGEST

Lawrence E. Britt, an employee of Duschock's Pharmacy, South River, New York, is now making his home in Miami, Florida, 728 N. W. 6th Street. A native of Clinton, Mr. Britt was employed in Kinston before leaving the state for New Jersey.

* * * * *

Walter Baker of Raeford is a patient at Moore County Hospital. He is recovering from a heart attack suffered early in June.

* * * * *

L. I. Grantham replaces Betty Jane Jones at Wabberson's Drug Store, Hamlet.

* * * * *

Seymour Holt joins Eli Lilly & Company as a MSR. Since his discharge from service, Mr. Seymour has worked in Goldsboro with the Ash Street Pharmacy.

* * * * *

John Martin, operator of a pharmacy in Macclesfield for a number of years, now assists J. S. Williford in managing the Service Drug Store, Pinetops.

* * * * *

Miss Jeanette Hunter has accepted a position in West Palm Beach, Florida as pharmacist with St. Mary's Hospital. Until recently, Miss Hunter was employed in Shelby in a similar capacity.

* * * * *

Thomas Gower Slaughter, who was recently licensed as a pharmacist by reciprocity, will continue to make his home in Rock Hill, South Carolina, although employed by Eckerds of Charlotte.

* * * * *

Freda H. Gordon, formerly of Scotland Neck, is working in Norfolk with the Wainwright Pharmacy, 227 West Bute Street.

* * * * *

Joseph Nemargut has resigned his position with the Grifton Pharmacy to accept work with Walgreen's of Wilmington.

* * * * *

Robert F. Harrison has joined Mac Stevens in managing the Broadway Drug Company, Broadway, North Carolina. For the past several years, Mr. Harrison made his home in Sanford where he was an employee of the Lee Drug Company.

* * * * *

L. P. Mayrand of Greensboro has moved to Hampstead, N. C. (near Wilmington) and plans to do relief work in that area.

* * * * *

Lacy E. Gilbert, Jr. has moved from Bladenboro to New Bern, where he is now an employee of Clark's Drug Store.

* * * * *

New manager of the recently reestablished Bear Train Drug Store, Newland, is Leslie B. Julian of Marion, who, prior to assuming his new position, was an employee of Evan's Rexall Drug Store.

* * * * *

Harry C. Stone, an employee of the Fox Drug Company, Rockingham, for the past two years, is now a MSR for Abbott Laboratories with headquarters in Salisbury.

* * * * *

Mid-summer finds John Causey in Statesville at the Statesville Drug Company.

* * * * *

H. Shelton Brown has sold his interest in the Brown Drug Company, Goldsboro, to his brother, James T. Brown, and Pharmacist E. L. Pilkington. Mr. Brown has accepted a position with the Hayes-Barton Pharmacy of Raleigh.

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Henry Roland Totten

Citation for the Honorary Degree Doctor of Laws

Henry Roland Totten graduated from the University of North Carolina with a Bachelor of Arts Degree in 1913, the Master of Arts Degree in 1914 and the Doctor of Philosophy degree in 1923. During his graduate study he was an instructor of botany at the University. His studies were interrupted in 1917 when he volunteered for military service and entered Officer's Training School where he was commissioned Second Lieutenant in the Field Artillery. After this interim he returned to the University and resumed his studies and teaching career. He taught at the University until 1942 when he was recalled for active duty with the U. S. Army. From 1942 to 1946 he advanced from Captain to Lieutenant Colonel, a position he held until his retirement after 31 years of active reserve work.

During his years at the University of North Carolina, Dr. Totten has been an energetic teacher, a friend of students, and a scientific researcher. Among his many contributions, the most outstanding is probably his book **Trees of the Southeastern States** which he co-authored with the late Dr. W. C. Coker. Included in his works are studies concerned with drug plants, range of plants, flowers and woody stemmed plants. Currently, he is one of a group of scientists engaged in a taxonomic study concerned with the vascular flora of the Carolinas.

At the University of North Carolina, Dr. Totten teaches or has taught General Botany, Taxonomy of the Flowering Plants, Field Botany, Dendrology and Pharmacognosy. Through the years he has been influential in the preparation of young botanists and pharmacists of the state. It is difficult to find a North Carolina trained druggist who has not been one of Dr. Totten's students.

Henry Roland Totten is the son of a Methodist Protestant minister who was principal of the Yadkin Collegiate Institute, Yadkin College. Christian education was instilled in Dr. Totten at an early age and has followed him through his long career of research and teaching. He is a friend of students and more times than are known he has been the one to give the extra encouragement so often needed by the young student. Even greater than this spoken encouragement is the effect he has had on the lives of students by living the life of a Christian scientist. For his untiring contributions as a teacher, researcher, HENRY ROLAND TOTTEN is cited for the honorary degree of Doctor of Laws.

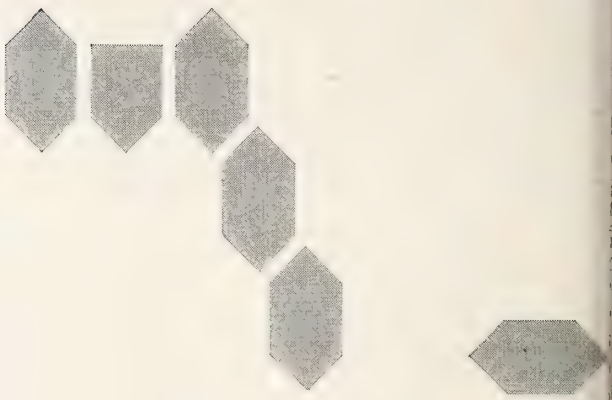
The honorary degree of Doctor of Laws was conferred on Dr. Henry Roland Totten by the Atlantic Christian College, June 2. Since more than half the pharmacists of the state attended classes of this outstanding educator, we reproduce the citation in its entirety.

Announcing a unique new rauwolfia derivative . . .

Harmonyl*

(*Deserpidine, Abbott*)

combines
the potency
of the rauwolfias
with
significantly
fewer and milder
side effects



In two years of clinical evaluation, Harmonyl has exhibited significantly fewer and milder side effects in comparative studies with reserpine. This, while demonstrating effectiveness comparable to the most potent forms of rauwolfia.

Most significant: Harmonyl produces less physical and mental depression. And there are very few reports of the lethargy seen with many other rauwolfia preparations.

The desired degree of potency, plus the mildness of the few side effects reported, suggests Harmonyl as a drug of choice in conditions ranging from mild anxiety to major mental illness and in hypertension.

Supplied: Harmonyl is available in 0.1-mg. tablets in bottles of 100 and 500 (List No. 6901); in 0.25-mg. grooved tablets in bottles of 100, 500 and 1,000 (List No. 6906); 1-mg. grooved tablets in bottles of 50 and 500 (List No. 6912).

Abbott

706176

*TRADEMA

Random Comments

By W. J. Smith

Six U. S. pharmaceutical companies are now working to produce a vaccine that will be effective against the "Far East Influenza" which, first reported in Hong Kong in April, has hit thousands of people throughout Europe. The virus that is causing "Far East Influenza" is so different from previous isolated strains that available vaccines are useless against it.

Candidates taking the Board of Pharmacy exams in mid-June have Rowe Campbell of Taylorsville to thank for those country ham sandwiches passed out from the kitchen of the Institute of Pharmacy. Not only do they produce extra fancy apples in Alexander County but their country hams rate high hereabouts.

C. L. Rhyne of Charlotte has a wonderful sense of humor, and mixing this up with a bit of philosophy, makes it a rare, interesting experience to hear him discuss the events of the day. You'll find Mr. Rhyne at his pharmacy in Charlotte on East Morehead Street.

Mr. Ray of Newland (he and Leslie B. Julian recently reopened the Bear Trail Drug Store) has a profitable business in the distillation of oil of sassafras, oil of wintergreen, oil of pine, etc. When next in that section, we hope to observe the manufacturing operation.

In the United States there are more than 23,000 ways to make a living, some of the more attractive, dollarwise and servicewise, being in the pharmaceutical field.

What do you suppose the customer wanted when he sent for a bottle of "ge witzes?" Bill Dawkins of Clinton sold "Dewee's Carminative" and he was right. Perhaps someone someday will compile a book of these "brain teasers."

- Stopped small boy, inquired direction to Hangover Mountain. Small boy: "I do not know where Hangover Mountain is, but there must be a road that leads there."

- If you are typical, you will know who said, "Come up and see me some time," but will be unable to identify the author of "Give me liberty or give me death." There must be some sort of explanation for this state of affairs.

- More people heard Billy Graham during his six weeks New York City Crusade than Jesus Christ and His twelve disciples encountered in their combined evangelistic careers.

- Deadly diseases for which there are no antibiotic fighters: (1) the heavy foot on the accelerator; (2) the eye fixed on the climbing speedometer; (3) the hand on the horn; (4) the mind idling while the car is in high.

- In case you are interested, the Government of Nepal, for a fee of $630, will authorize you to climb peaks 26,000 feet and over.

- Sign in photographers window: Photograph as you look to me, $1; Photograph as you think you look, $2; Photograph as you would like to look, $3.

- Texas woman constructed a vat in her backyard to dye some curtains a brilliant blue. Accidentally, a pet lamb belonging to the woman fell into the vat. A blue lamb being an oddity in Texas, soon the woman was able to dispose of the lamb at a high market price. This gave the woman an idea: Why not sell blue lambs? Soon, she turned out to be the biggest lamb dyer in Texas.

- Here's a disappointing experience: A man decided to substitue candy bars for cigarettes. The only trouble was, he simply couldn't keep the candy bars lit.

Man, What A Future!

By NORMAN S. CASSEL, *Vice President, Interchemical Corporation*

There's a new breed of men in our land. They look like the rest of us, but they don't think the way we do.

Most of us are content with the wizardry that surrounds us—electricity, dynamos, television, washing machines, automobiles, airplanes, antibiotics and assembly lines. But these "new" men are unsatisfied. They think solely in terms of the future.

They predict big things for us—things that 25 years from now may make our present "Golden Era" look like the Middle Ages.

What, for example?

Electronic light, for one thing. Such light will dispense with the bulb and change the appearance of our homes, streets, stores, factories and cities.

A method of amplifying light, which will make photography and vision possible in the night, is in the offing too. Night driving will become less hazardous and astronomers will be able to see deeper into the heavens than ever before.

World-wide television will be commonplace.

Our coal, oil and gas reserves will be tremendously augmented by atomic fuel. Cars, ships and planes will be run by the mighty atom. Nor will that be our only new source of energy. The sun, the winds and the tides will be harnessed for our benefit, too.

The ocean floors will not escape man's scrutiny, either. They will be mined for materials and havested for foodstuffs and chemicals even as we are now drilling below sea-level for oil.

Materials unknown today will be used for building, clothing and industry. Giant skyscrapers will be sheathed in stainless steel. Just over the horizon are disposable clothes of paper, more durable clothes of glass and aluminum, more vivid colors in new blends of natural and synthetic fibers. Garments will be cleaned in waterless "washing machines"—sound waves will do the trick.

Automation, already with us, will increasingly release men and women from the drudgery of routine jobs. Brilliant automation expert John Diebold looks forward to a new type of job requiring what he calls "a capacity for alert relaxation."

Pilotless aircraft will fly passengers more safely and unerringly than piloted counterparts today. Guided missiles will sweep mails through the skies at thousands of miles per hour. Personal helicopters will lighten the traffic loads that threaten to strangle our cities.

Never before has man had two such powerful forces at his command as he now has in electronics and atomics. They dwarf their predecessors, ordinary electricity and steam. Indeed, their potentials are only now being dimly recognized in research laboratories throughout the country.

It's not difficult to surmise what the effects of all this will be.

As the good things in life get better and more available, we can hope that crime will

POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

decrease, tolerance increase. Automation promises us more leisure. Medicine, thanks to improved means of investigation—the electron microscope, for example—forsees the eventual elimination of our most dreaded scourges. Cancer, tuberculosis and polio will be as totally defeated as typhus and cholera. Life expectancy will increase by ten or fifteen years.

Such predictions stagger the layman, but they don't faze the new breed of men at all. It's pretty hard to impress people who are playing with the building blocks of the universe.

Tomorrow belongs to the youth of today. Youth will make it, and profit from it. Youth will guide, control and improve it. They will be the best trained generation our country has ever known, for they will have studied and worked hard to be worthy of their era.

Like the new breed of men who are pushing ahead the frontiers of science today, the men and women of tomorrow will be thoroughly grounded in the fundamentals of mathematics and science. They are pursuing such courses right now—in junior and senior high schools—to permit them to go on to more specialized studies in college. No matter what the field of tomorrow's scientist —atomic research, aeronautical engineering, chemistry, mineralogy, geology—he is now getting a solid grounding in algebra, geometry, trigonometry, physics and chemistry.

The work is hard, but the rewards great. Monetary returns will be commensurate with the specialized skill. Our top researchers in physics, chemistry and engineering earn salaries in keeping with their genius—and their economic future is assured.

The thinkers and shapers of the future will earn the respect of their communities. No field offers such promise of prestige as science. There will be a great deal of self-satisfaction, too. How can a man who is making the world a safer, more comfortable, more enjoyable place help but feel proud of his contribution?

The new breed of men will receive other rewards, for the study of mathematics and science broadens the mind.

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
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Carolina Apothecary Occupies Enlarged Quarters

Pictured below is the interior of the new quarters of one of the State's first prescription shops—The Carolina Apothecary, Reidsville, owned and operated by W. G. (Bill) Dudley, Jr. in association with the following pharmacists: James L. Thompson and Hunter O. Gammon.

Established in 1945 by Bill Dudley strictly as a one-pharmacist pharmacy (Bill was owner, manager, janitor, front and back sales clerk as well as pharmacist), the enterprise was strictly professional in nature: no soda fountain, no sundry merchandise, no hardware or jewelry.

A professional operation of its type had never been established in such a small town. Some folks gave Bill thirty to sixty days. Now, twelve years later, the pharmacy goes into a much larger location following an initial expansion in 1948, three years after its opening.

As the prescription volume grew, Mr. Dudley found it increasingly difficult to operate the pharmacy by himself. Accordingly, James L. Thompson joined the firm, and about three years ago another pharmacist—Hunter O. Gammon—began to share the pharmaceutical duties with the two other pharmacists.

As the pictures indicate, the pharmacy is spacious, well appointed, thoroughly up-to-date.

New Pharmacies

Cox's College Pharmacy, 2508 Hillsboro Street, Raleigh. Rupert Cox, owner and pharmacist in charge.

Eckerds of Greensboro, Inc., Friendly Road Shopping Center, Greensboro. E. M. O'Herron, owner; Marcus Cameron, pharmacist in charge.

Barefoot & Tatum Drugs, Inc. No. 2, 645 Biltmore Avenue, Asheville. J. M. Tatum, L. G. Barefoot and others, owners; J. M. Tatum, pharmacist in charge.

Bear Trail Drug Store, Newland. Sam M. Ray, owner; Leslie B. Julian, pharmacist in charge.

City Drug Company, 202 Union Square, Hickory. C. F. Warren, Jr., Frank Parker and others, owners: C. F. Warren, Jr., pharmacist in charge. (This pharmacy occupies location where for many years P. J. Suttlemyre and later, James O'Daniel, operated the Hickory Drug Company).

Pharmacies Closed

Hickory Drug Company, Hickory.

Yancey's Drug Store, Wilson.

Change in Ownership

Brown Drug Company, 130 East Walnut Street, Goldsboro. E. L. Pilkington and James T. Brown, owners; E. L. Pilkington, pharmacist in charge.

Ashworth Rexall Drugs, 105 Chatham Street, Cary (formerly Adams Drug Company). Ralph Ashworth, owner and pharmacist in charge.

Beverly-Mar Drug Company, Inc., 624 North Church Street, Concord. Frank M. Cline, owner; Gordon H. Bane, pharmacist in charge.

Saunders Market Street Drug Store, 1608 Market Street, Wilmington (formerly Lane's Market Street Pharmacy). A. B. Cheatham and others, owners; Morris E. Merritt, pharmacist in charge.

Hamlin Drug Company, 118 East Hargett Street, Raleigh. The new owners are John M. Johnson (pharmacist) and Clarence C. Coleman.

Duke to Head Raleigh Travelers

O. G. Duke, sales representative of the W. H. King Drug Company, has been elected president of the Raleigh Drug Travelers for the coming year.

Other officers serving with President Duke wil be: Phil Forman, vice president; C. M. Lancaster, secretary; J. M. Moore, corresponding secretary; and Charlie Kimball, treasurer.

Bob Brown and J. R. Brockwell will serve on the RDT for two years; Dick Woodward, R. W. Hunter and Don Anderson for one year.

A family picnic for members of the club was held on July 13. RDT resumes its regular business meetings in September.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.
THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

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RED HOT

SOPRONOL

BONUS DEAL GIVES YOU UP TO 54.6%* RETURN!

WHEN YOU BUY	YOU GET, FREE
116	28
60	12
21	3
11	1

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*Based on minimum direct order

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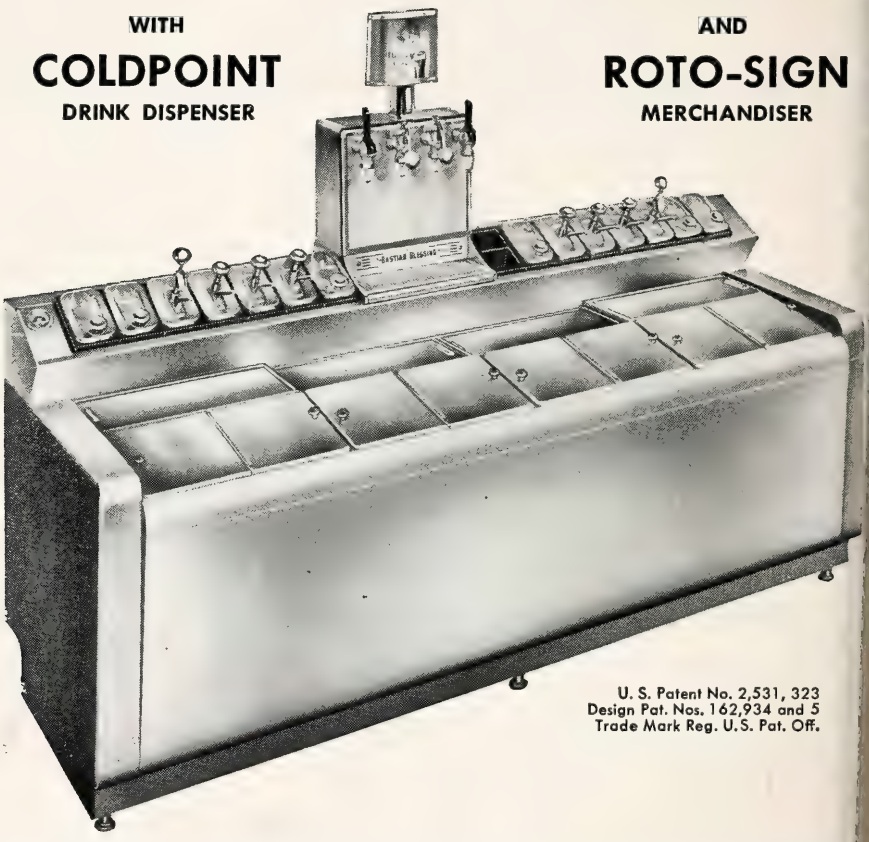

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Design Pat. Nos. 162,934 and 5
Trade Mark Reg. U.S. Pat. Off.

Now the dual efficiency and clean beauty of the exclusive TWIN-SERV, p maker of the industry, are combined with the large volume beverage-ser perfection of COLDPOINT and the sales stimulating effect of colorful RO SIGN. Put this winning combination to work for you. Made exclusivel Bastian-Blessing, world's largest manufacturer of food fountain equipm See this fountain yourself, or write us for catalog.

GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRG

The Future: Six Predictions

Dr. W. Paul Briggs, executive director, merican Foundation for Pharmaceutical ucation, in a recent address at Pitts-rgh, made these six predictions:

1. Stablization at about the present to- of 52,000 drug stores, despite a popu- ion increase of well over 50%; however, pping center drug stores will increase ur-fold to about 10,000 in the next 40 ars; professional pharmacies will double number to about 5,000; and the re- ining 35,000 drug stores will serve city idential neighborhoods, small suburban iters, towns and rural areas. . .

2. A gratifying increase in position op- rtunities open to pharmacists resulting m improved scientific and business edu- ion; more specialization within the pro- ssion; and that 25% of all future grad- tes (double the present ratio) will be gaged in related professional, scientific, siness, and technical fields, outside of re- l pharmacy . . .

3. That from Junior High School on, educational institutions will operate on 11-month basis, thus shortening the to- l years necessary in preparation for life d career, but further taxing the staff and cilities of our colleges of pharmacy . . .

4. A marked increase in the number-of- escriptions-per-person-per-year, especially the childhood and "second childhood" e brackets, resulting from expanded drug search, new knowledge on degenerative seases, and future medical attention on intaining "wellness" rather than treat- nt of sickness . . .

5. Continuous, but not economically se- ous, diversion of some packaged medi- ies and traditional drug store merchan- se to non-drug outlets, with parallel ex- nsion of drug store professional serv- s including; physical therapy appliances, aring aids, home nursing and invalid quisites, diagnostic aid, clinical labor- ory supplies and services, and orthopedic uipment . . .

6. Introduction of new drugs with ac- ns and potencies requiring personalized justment of dosage schedules, and char- acteristics requiring special storage and dispensing techniques, that will force physicians and the public to rely more and more upon the scientific knowledge and professional services of pharmacists.

Odds and Ends

- To eliminate tornadoes (cause by cold air from the Rockies meeting sultry heat from the Gulf, starting a vortex or whirl when the winds are operating) all you have to do is cut down the Rocky Mountains and cool off the Gulf of Mexico. The line forms on the right.
- Dan Kidney says: "Ashes to ashes and dust to dust—if cigarettes don't get you the fallout must."
- Pharmacist has cottage in the mountains. Recently he had a rocking chair equipped with wheels so he could sit on front porch and rock 'n' roll.

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NOW! THE BEST IN BOBTAILS

By *Stanley Knight*

NEW TYPE CORRUGATED AREA—Recessed, does not drain into sink. Separate drain for waste liquids.

ONE-PIECE DRAWN SINKS—No cracks or crevices. Sinks are one piece drawn stainless steel for easier cleaning, better sanitation.

FINGERTIP DRAIN RELEASE—No more reaching into hot or dirty water to drain sink.

Stanley Knight Bobtails also feature engineered refrigeration with separate refrigeration circuits—instantaneous water cooler—sanitary bottle storage and syrup rail with concealed refrigeration coils—one-piece heavy gauge stainless steel top and all steel construction throughout.

CHOOSE FROM 5 MODELS TO

WRITE FOR STANLEY KNIGHT CATALOG OF FOUNTAIN AND LUNCHEONETTE EQUIPMENT TODAY

BERRYHILL FOUNTAIN SALES CO.

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PHONE EDISON 2-8945

North Carolina Rx Price Survey

Rx 1
Meticorten Tabs., 5 mg., #100

Rx 2

Oleum Menthae Piperitat	drams iss
Liq. Phenol	drams iii
Pulv. Alum	oz i
Pulv. Acidi Borici qs	oz iv
M. Ft. Douche Powder	

Rx 3

Codeine Phos.	gr. x
ASA	drams i
Benadryl Caps. 25 mg.	#xii
M. Ft. Caps. #xii	

Rx 4

Phenobarb. Na.	grains xxiv
Mebaral	grains xxiv
Pulv. Taka-Diastase	drams ii
Lactose	drams ii
M et div. chart #48	

	Rx 1.	Rx 2.	Rx 3.	Rx 4.
Lincolnton	$30.00	$1.50	$2.00	$3.75
Canton	26.75	1.00	1.75	2.50
Morganton	25.00	1.75	1.50	3.00
Fayetteville	27.00	1.50	1.50	2.25
Kinston	30.00	1.25	2.00	3.00
Jacksonville	30.00	2.00	2.00	3.75
Wilson	30.00	1.25	2.00	2.25
Belmont	27.00	1.00	1.75	2.50
Oxford	30.00	1.75	2.25	2.75
China Grove	27.00	1.50	1.00	2.50
Burlington	30.00	2.00	1.75	3.50
Gastonia	27.00	1.75	1.50	3.75
Durham	29.85	1.50	2.00	3.00
Wilmington	27.00	1.50	2.25	-
Hickory	28.75	1.50	2.25	3.00

SMITH WHOLESALE DRUG CO.
SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

$100 PROFIT-MAKING IDEA #4

Miles Salutes

DRUGGIST SOL. S. KATZ

Malkin Pharmacy, 116 Bloomfield Avenue, Montclair, New Jersey

"In my front window I made mass displays of the most popular fast-selling items. Placards were placed with each display showing the percentage of savings from buying large sizes rather than small. In the center of these displays I had a placard showing the latest bank rate of interest. Customers were thereby impressed with the considerable savings in buying large sizes. These displays pulled more business than anything I had tried before."

$50.00 to Mr. Robert Nelson, Wholesale salesman who services Malkin Pharmacy for Kaltman & Company, Montclair, New Jersey.

SEND IN YOUR "PROFIT-MAKING IDEA". If published we'll pay you $100.00 and an extra $50.00 to your wholesales salesman. Be sure to include his name and company with your "idea". All "ideas" sent in become the property of Miles Laboratories, Inc. to be used as it sees fit.

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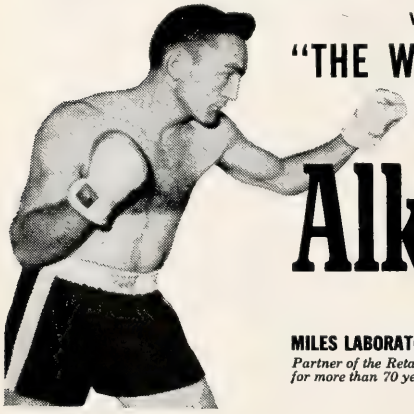

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Powerful New Sales Punch for

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MILES LABORATORIES, INC., Elkhart, Indiana

Partner of the Retail Druggist for more than 70 years

JIMSON WEEDS

By JIM HARRISON

Dried Tops

Too many retail pharmacists think they have personalized selling simply because they have sales clerks on the floor. After random visits to several pharmacies, a few 115 miles away and a greater number closer home, I cannot but conclude this thinking is self delusory.

After witnessing a majority of these clerks in action, I believe that 85% of the selling I observed was done by effective display and some form of self service, mostly self selection. This is no quarrel with self service or any of its aspects. The very fact that it served a selling purpose, even though sales clerks were present on the floor, betokens a condition that should not be ignored. There is an element of danger in the bland belief entertained by many operators that their sales personnel do a creative selling job.

Of course there are exceptions. There is some excellent creative selling being done in our pharmacies today, but it is the exception rather than the general rule. These exceptions stand apart and are as noticeable as a sturdy and beautiful flower blooming in a swamp. The surrounding swamp is the lack of creative selling and an anachronism to the condition as well as an anachronism to the time we live in.

It is more pleasant to recount the good than it is to harp on the bad, however much the bad needs to be related. In some places I witnessed impersonal selling; in others, unselling; in still others, apathetic selling; and in some places there was a boorish indifference shown the prospective customer. Naturally, in these places the total selling was a low minimum, and in two of them, nil. And these places were fairly clean, but not too well groomed as to layout and arrangement of fixtures and departments. The personnel measured up to a mediocrity to be expected.

Flowering Tops

In one pharmacy the picture brightened. The place sparkled although it was during a rush hour. The atmosphere emanated a brisk busy-ness, but a busy-ness under control without any overtones of hectic supercharges. The fixtures were well appointed, the displays were timely and of excellent taste and choice. Of course there was a certain amount of self service and self selection, but one could realize this feature was an adjunct to personal selling rather than the main operation. There were three sales persons, one male and two female, in evidence on the floor. They were well groomed wearing store jackets tailored to their own individualities. Their facial expressions were cheerful and pleasing to the eye, their attitudes were alert and responsive, their abilities to make their sweeping glances encompass sincere welcomes to waiting customers can only be classified as pure art.

One of the sales girls was dealing with a particularly recalcitrant dowager of supercilious mien and Wagerian anatomy. How well you know that a fault-finding, carping, snobbish individual is difficult to deal with. Many proprietors do their utmost to rid themselves of this type customer. The smart operators realize this type represents a considerable portion of the consumer dollar and they lie awake at night to think of constructive means of serving them to their mutual advantage. These smart operators never lose sight of that eternal verity: "Customers are as you find them in any given time and place. They conform or they do not conform to your specifications, but you deal with them according to conditions and the degree of your ability."

This young sales girl was able to cope with this matron's tantrums with consummate finesse. She was alertly attentive to every argumentative remark, every covert assertion, every ill bred statement, every pernicious whimsy. She was smilingly silent when silence had a value but she was now and then able to place a word or sentence at a strategic lull in her customer's volubility. This she did with the flare of a planter seeding a bed.

Then when the customer became unwound, she went to work as smoothly as vaseline soothes a sting. She did not argue, she ig-

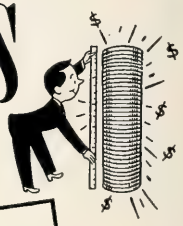
(Continued on Page 329)

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS

or

100 TABLETS

REPLACEMENT OR REFUND OF MONEY IF NOT AS ADVERTISED THEREIN
Guaranteed by Good Housekeeping

...a better value for your customer!

nored the palpable misstatements of the customer with such naive guile as to cause the customer's opinion of herself to rise to new elevation. This she did without resort to cajolery. When she spoke it was in tones blended of a dulcet lilt, an infinitesimal chiding without malice, sarcasm or reproof, and withal a real if subtly austere young dignity tinctured with a humility by no means abject.

This young lass was not selling mere cosmetics; she was selling beauty, health, euphoria, self-inventory value, happiness—and dreams. She ran the entire gamut of the sales story in natural, unaffected selling truths that made believable sense to her now placated customer. She served her with added adjuncts in beauty treatment, with related items to complement the necessary products. She traded up. She took her customer out of the market until a certain specified time when she and she alone would serve her again. And she used only the fundamentals of good selling technique, the stark essentials that lead to sales. But how she used these basic fundamentals, how she adapted them to fit the individual customer was a flawless demonstration of personalized and creative selling. And she wrapped it all in an elegant package of enthusiasm for her job that made it something special, something quite indefinable in that it bears none but a natural label of her pride.

The other two sales persons on the floor served their customers with no less ability than did the younger girl. In fact, their methods of operation bore a stamp of similarity. This same high caliber of service was evident in every department of the store. Even the pharmacists had opportunities to detail their customers. These opportunities they seized with sheer delight and their performances were not surpassed by even the paragon lass who served the recalcitrant dowager.

The entire personnel gave visual and audible evidence of having been well trained. I sought to know this mentor, this preceptor. He was absent at the time which proves that even the boss's absence from this store did not lessen the influence of his teachings.

Yield

The point is this.

It is possible to have an able and competent sales personnel by creating one. There are certain requisites for such. There must be a genuine desire for greater volume which is the number one objective. Raw material or ripened material for an able sales personnel must be procured. They must be able to adapt themselves to use their talents to accomplish the main objective. They must be trained in the art of selling. They must be adequately recompensed. Their enthusiasm must be kindled and fanned for their jobs and their positions. These jobs must be dignified with all the natural accoutrements of worthiness. They must be retained in pleasant co-operative surroundings that make them feel themselves to be such vital parts of those surroundings they will not want to leave, ever.

I must wholly disagree with that school of thought that presupposes the average successful retail pharmacist is unable through temperament or any other cause to train a good sales force. The very fact that an operator is capable of opening his doors every day, make a daily bank deposit, and thwart the machinations of his many vicissitudes is positive proof that he has the necessary talent to train others. But he must apply those talents to the main objective, and he must never relax this application for any real or fancied reason.

COMMENTS

- Short poem (not original) on the "Antiquity of the Microbe": Adam Had 'em.

- According to a survey by the Hospital Care Association, maternity is now the biggest reason for going to the hospital in North Carolina. About 17 out of every 100 admissions fell into this category.

- Hal Hutchins sure-fire fish-catcher: Take a clothespin and snap an Alka-Seltzer Tablet in it, then bore the holes for your casting line and add some hooks. Hal reports the bass goes nuts over the effervescing clothespin lure.

Tar Heel Camera

The pharmacists pictured on the opposite page, all members of the North Carolina Pharmaceutical Association, were present in Charlotte for the recent annual assembly of the NCPA.

Through the courtesy of the B & H Photo Service—one of the best equipped and most modern photographic plants in the two Carolinas—we are able to reproduce the pictures shown.

Left to right—

Top: Robert H. Milton, Salisbury; John W. Wagner, Charlotte; Phil Link, Reidsville and Carl Wolfe, Hickory.

2nd Row; Hoy A. Moose, Mount Pleasant; W. H. Houser, Cherryville; C. S. Goodrum, Davidson; and G. E. Andes, Wadesboro.

3rd Row: Edwin Royall, Elkin; Lloyd Riggsbee, Chapel Hill; Jesse Pike, Concord; and W. Frank Craig, Charlotte.

Bottom: J. P. Tunstall, Washington; Billy L. Price, Conover; N. O. McDowell, Jr., Scotland Neck; and Charles C. Campbell, Maiden.

Hazardous Occupation

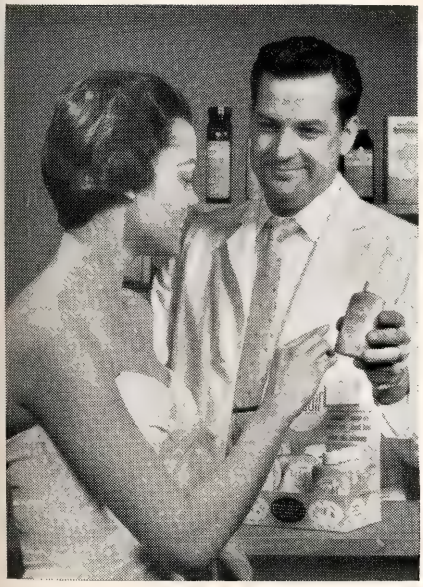
If the findings of the Medical Society of Hartford County, Connecticut, have any meaning it is that doctors need special caretakers to look after their health and their finances.

A study covering the period from 1940 to 1953 showed that 144 doctors had died. Court proceedings showed that:

33% of these doctors left no Wills.

88% of them were survived by their wives.

33% left estates of less than $10,000. Expenses of settling estates ranged from 13% to 33%. Between the ages of 40 and 50 doctors died twice as fast as the general population. Between 60 and 70 their death rate was 50% higher than the insurance mortality table.



Lilly QUALITY DOESN'T COST... IT PAYS

For a "HOT" Sales Season

Demand for a multitude of summertime vacation and recreation items can fluctuate tremendously from day to day, depending on the weather.

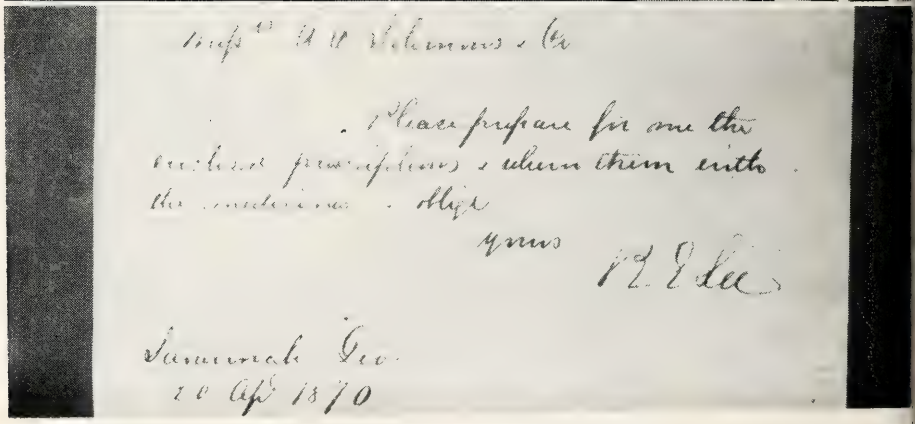
Many of these products must be displayed, since they are bought on impulse from point-of-sale areas in your store.

It's easy to have adequate stock for sale, as well as for display, without being overloaded. Merely check your inventory of such items often and order from us as you need. Take advantage of our convenient service and comprehensive stock.

WE ARE A Lilly DISTRIBUTOR

THE PEABODY DRUG COMPANY

Durham, North Carolina



Savannah Geo.
20 Apl 1870

AFTER MORE THAN TWO MILLION RX ARE FILLED—The Lederle Award for Me torious Community Service Through Pharmacy is presented to Solomons in Savannah Mayor W. L. Mingledorff, Jr. Left to right: E. E. Thomison of Charlotte, N. C., distri manager of Lederle Laboratories Division, American Cyanamid Company; Pharmac Herbert Wall, who received the plaque on behalf of Solomons; I. A. Solomons, Jr., preside of Solomons Company, pioneer wholesale drug concern, and Mayor Mingledorff.

PRESCRIPTIONS FOR A FAMOUS GENERAL—Note in handwriting of Robert E. L tells Solomons to "Please prepare for me the enclosed prescriptions and return them wi the medicines, and oblige." The note is dated at Savannah on April 20, 1870.

A Few Even for Gen. Robert E. Lee . . . .

Historic Pharmacy Founded by S.C. Native Fills 2 Million Rx

It isn't often that a pharmacy passes the two millionth mark in filling prescriptions. It has been done, however, by Solomons in Savannah, Ga., and as a consequence the historic pharmacy has received national recognition for its contribution to community health through pharmacy.

The original Solomons apothecary in Savannah was founded in 1845 by A. A. Solomons, who was a native of Georgetown, S. C. Since that day the name of Solomons has been closely and prominently identified with the pharmaceutical trade.

The Lederle Award for Meritorious Community Service Through Pharmacy was formally presented to Solomons by Mayor W. L. Mingledorff, Jr., and was received on behalf of the store by Pharmacist Herbert Wall.

Mayor Mingledorff commented upon the significance of a pharmacy's having reached the two millionth mark in filling prescriptions and said it was symbolic of the trust people place in pharmacy and also of the confidence the medical profession has in its service.

Among the prescriptions filled by Solomons over the years are to be found many illustrious names. One of its historic mementos, for instance, is a note in Robert E. Lee's handwriting, requesting, "Please prepare for me the enclosed prescriptions and return them with the medicines" under date of April 20, 1870.

The soldier who was to lead the Confederate Army became familiar with Savannah early in his career. Young Lee's first appointment after his graduation from West Point, in 1829, was to Cockspur Island at the mouth of the Savannah River to assist in early work on the massive new brick fortifications subsequently named Fort Pulaski.

A. A. Solomons founded the apothecary shop 112 ago, as a young man of 26 years old. The young pharmacist's license to practice, or "carry on the business of apothecary and druggist," was issued by the Medical Society of South Carolina at Charleston, S. C., on December 18, 1817. It is signed by Edward W. North, president of the medical society; F. G. Porcher, dean of the faculty at the South Carolina Medical College in Charleston, and Thomas Lining, secretary of the medical society.

The original copy of this license is in possession of the Solomons Company, which is a wholesale drug firm in Savannah almost as old as the Solomons retail pharmacy. A reproduction of it hangs in the Charleston Museum.

Actually, soon after coming to Savannah, the young pharmacist from South Carolina found himself in both the retail drug business and the wholesale business. At the time he opened the original Solomons apothecary or retail shop in Savannah, there was no wholesale drug house in the South and the establishment of the Solomons wholesale business gradually developed as a natural consequence.

I. A. Solomons, Jr., grandson of the founder, is the president of Solomons Company, the wholesale drug firm; a brother A. A. Solomons, namesake of the founder, is chairman of the board, and Philip Solomons, a son of I. A. Solomons, Jr., is secretary.

President of the corporation which operrates the retail business is Mrs. Eunice Falk, widow of Abraham Falk, who operated the pharmacy until his death in 1951. The late Mr. Falk was the grandson of J. M. Solomons, brother of the founder and also a licensed pharmacist.

Convention Comments

By JIM HARRISON

. . . George Smith's proved theory that buying and selling is life's biggest game and can be played with tolerance and respect. . . . My own belief that this is the best of all possible worlds; it isn't going to smash, isn't even on the decline; people are not in the market for apprehensions at any price. You cannot have good relations with the public if you accent and reveal your forebodings of some remote catastrophe. How would you sell an annuity, much less a century plant, if your attitude is a stethoscope interpreting a cyanotic condition in the world's chest. . . . How can such a small statured man as Gamble Bowers hold a Simon Legree whip over such an Igor Gorin voice? It bounced fully a decibel stronger and an octave lower than a laryngitic frog croaking vespers in a rain barrel. Even so, it was infinitely more pleasant that that of his singing partner. In fact, he stole the show. . . . Thora and Virginia, their clock had no visible hands but what is time when one realizes it is not to be used for long hauls of worry. One golden moment is gone, but is it gone when one can take it up again and look at it and relive it again and again. . . . The Nominating Committee and its fine sense of estimate. Mysterious are the phenomena of brain cells working to sift the qualifications of a candidate until by analysis the candidate's qualities emerge and are evaluated. It chose well.

The stranger who received a kiss meant for another by some quirk of mistaken identity—and there was no repeat performance for the one on whom it was to be bestowed, he appeared too late. Ah, foul chance that doth delay and belabor with disappointment.

"It is a pleasure to compare
Thy beauty and qualities rare
With other girls of less degree
Who fail to measure up to thee.
Ann of insouciant duality,
Of most lovable personality.

—Harrison

The Woman's Auxiliary, 600 strong, with about 38% attendance. Show me another such group that works so unselfishly as a team in raising funds for worthy projects, and whose members turn out in such splendid representation. . . . Only one speaker compelled to pause while late comers barked shins against chairs in gaining belated seats. That's when the sergeant-at-arms enlisted a helper. . . . The clothes horse appearance of C. H. Smith, impeccable epitome of the Southern gentleman as he made chivalrous conversation with ladies and their escorts.

Reuben Russell, caught in the relaxed attitude of a somnambulist as, one duty done, he stoked up energy for a duty to follow. . . . Looking in vain for the TMA boys who gravitate to this Convention as naturally as a brook flows to river, then realizing their check signers had diverted the stream to a Medical Convention being held simultaneously. . . . Robert Neal Watson delivering the Invocation with stimulating adjuration afferent to the creeds of Maimonides, Hippocrates and Florence Nightingale. . . . Hilda is fey, possessive of some occult omniscience peculiar to the Oriental philosopher, a feminine Babe Ruth pointing to the centerfield bleachers prior to a third strike delivery. Even before the unveiling she positively stated her man would receive an "Oscar." Mysticism—perhaps; but rather a **je ne sais quoi.** . . . One hungry delegate at the president's reception who bypassed the greeting line with the briskness of a five o'clock commuter homeward bound and wended his determined way to the food table. One lone lass at the **hors d'oeuvre** board

"Dispensing viands with a fluent grace,
To sate man's hunger and make him a place
To rule as king supreme.
This food she served was more than bread and meat,
It was soul's nectar, banquet rich, complete,
Such food on which to dream."

—Harrison

He ogled the lass so shamelesly and ate the dainty sandwiches with such avid abandon as to make one wonder if it were pang

of soul or body he sought to appease. . . . A Kappa Psi and a Phi Delta Chi using the techniques of persuasion on each other in a secluded spot in the lobby. Their husky, throbbing voices finally turned a subject of fraternal mishmash into an intimate tete-à-tete. . . . Carl Durham expounding from a seat of authority on the peaceful uses of atomic energy and its function in the healing arts. "Time as he grows old teaches many lessons." (Aeschylus.)

The petulant miss whose wooden disapproval of the carefree, innocent hilarity about her would gain her the honor roll in a Beacon Street mansion showed direct contrast to the lively enjoyment of her duenna. . . . The industrious conventioneers who used their roles in the progam like men taking life by the collar and making it theirs, who were part and parcel of all activities, missing little, obtaining much; and those few hands tremble at life, who hold themselves back in fumbling aloofness. Some are called by an inner glow, others are sent by some unhappy and misguided choice. . . . The wealth of constructive features programmed for every session, each one presented by talent chosen and adapted to fit the subject. It was a remarkable exhibition of planning, execution, and follow-through by a corps commander manipulating every phase of the operation in smooth accomplishment. It was motivated by no robot, no electronic device, but a human **Deus ex machina,** nonetheless. . . . Finding a little time to spend with sister and brother and their families, pets included, even though it was such a tight schedule, was sheer pleasure no end. . . . Nearing home, feeling the serene silence of the hills indenting the orange disc of a waning day. . . . Babe, near to tears because I left her handbag, coveted prize neatly won, in the hotel room. A phone call to the hotel minutes after arrival home bore unexpected results. A mere matter of eighteen hours later it was delivered intact by post. One could not ask for better service than that. Everybody must be somebody to the folks at Hotel Charlotte. (Advertisement fully intended.)

everyone goes for
Pine State
MILK

ICE CREAM

PROFIT FROM THIS EXPERIENCE

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North Carolina's Choice Since 1919

For seventy-two years

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SEEMAN

OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY

of DURHAM, NORTH CAROLINA

CHARLES JORDAN JAMES

Charles J. James, Hillsboro pharmacist and operator of James Pharmacy since 1932, died June 13 at Duke Hospital following a heart attack suffered earlier in the day at his home in Hillsboro.

A graduate of the University of North Carolina School of Pharmacy (1929), Mr. James went to work in Durham for the Westside Pharmacy. He returned to Hillsboro in 1930 as pharmacist for the Hillsboro Drug Company and two years later bought out the business, changing the name to James Pharmacy at that time.

Mr. James was active in the affairs of his town; served as president of the Hillsboro Lions Club; was a member of the Orange County Board of Health; a Scottish Rite Mason and Shriner.

He is survived by his wife; a daughter, and two half-brothers.

JEFFERSON REEVES

Jefferson Reeves, operator of a pharmacy in Waynesville for many years, died March 26 in an Asheville Hospital.

FRANK GOODRUM

Frank S. Goodrum, 53, partner in the Piedmont Medical Specialties Company, Greensboro, died July 4 following a heart attack.

A native of Huntersville and a pharmacy graduate of UNC, Mr. Goodrum made his home in Richmond for a number of years, where he represented Van Pelt & Brown. He and his family moved to Greensboro twelve years ago.

LACY McKENZIE

Lacy M. McKenzie, 68, Lumberton pharmacist, died June 24 in the Robeson Memorial Hospital.

A native of Maxton, Mr. McKenzie attended UNC and Page's School of Pharmacy. He had made his home in Lumberton since 1907.

Weddings

Barbour-Morris

Miss Mary Rose Morris and Joseph Parker Barbour, Jr. of Burlington, were married June 29th. Mr. Barbour is a 1956 graduate of the UNC School of Pharmacy, and is pharmacist at Melvin's Pharmacy in Raleigh.

Ammons-Paschall

June 28th was the wedding date for Miss Betty Lou Paschall of Durham and Raymond Martin Ammons of Red Springs. A UNC graduate, Mr. Ammons is pharmacist at Townsend's Pharmacy, Red Springs.

Wells-Shearin

Miss Iola Florence Shearin and Franklin Ennis Wells of Roseboro, were married June 27th. Mr. Wells is a student at the School of Pharmacy, University of North Carolina.

Births

Sharon Anne Tate

June 26th was the birth date of Sharon Anne, daughter of Mr. and Mrs. Stanford Tate of Lexington. She weighed 5 lbs. 8 oz. at birth.

Edward Victor Susman

Mr. and Mrs. C. D. Susman of N. Miami Beach, Florida, announce the birth of a son, Edward Victor, on June 23, 1957. Mrs. Susman will be remembered as Beatrice Kaminetzky, UNC Pharmacy School graduate. The Susmans have one other child, a daughter, 18 months old.

The Geer Drug Company

cordially invites you and your associates

to attend

Geer's Gift Show

Spartanburg Memorial Auditorium, Spartanburg, S.C.

Sunday, Monday, Tuesday-August 4-5-6, 1957

HOWELL HALL HAPPENINGS

Forty-three students graduated with the degree of Bachelor of Science in Pharmacy at the University of North Carolina on June 3. There was excellent attendance with heart warming pleasure evident at all of the functions of the Commencement Weekend and Alumni Reunions, with perhaps one exception: a light rain at the very last minute so that the final program had to be held in Woollen Gynasium, that hottest of all places but one. Doctors Irwin L. Honigberg and Cosmo DiFazio received the degree of Doctor of Philosophy with majors in pharmaceutical chemistry.

The most personal event of Commencement for pharmacy was the Pharmacy Convocation held in Howell Hall followed by the Senior Picnic featuring ham and fried chicken for all of the graduates and their relatives and friends. The arrangements and most of the work for the picnic were contributed by a committee of third-year students: Hugh Hinton, Middlesex, chairman; Loretta Johnson, Harrels; and Seth Miller, Raleigh.

Dr. H. R. Totten, Professor of Botany was honored with the degree of Doctor of Laws at Atlantic Christian College in Wilson. Dr. Totten has taught botany and pharmacognosy to pharmacy students for so long that he is expecting to teach grandchildren of former students any year now. We are told that he was the first scientist to be so honored at Atlantic Christian College.

It is with greatest regret that the announcement is made of the resignation of Dr. Ben F. Cooper, Assistant Professor of Pharmacy who has accepted an associate professorship at Oregon State College. The resignation of Dr. F. C. Hammerness, Assistant Professor of Pharmacy Administration was announced at the N.C.P.A. convention in Charlotte. He will join the faculty of his former dean now at the University of Colorado. The announcement of new faculty members will be made after formal action by the Board of Trustees.

Miss Alice Noble has resigned from her position as Librarian and Archivist in the pharmacy library after completing more than thirty-five years of loyal service in the School. It is most satisfying that this service will not end because she will be Research Historian on a half-time basis through support from the North Carolina Pharmaceutical Research Foundation. Her office will be 212A Howell Hall. Quoting from Dean Brecht's annual report to the Chancellor: "This unique position offers a rich area for constructive scholarship in organizing the historical records of total pharmacy in North Carolina. The availability of Miss Noble for this position is particularly fortunate on the basis of her experience, interest, and background for the work."

Miss Jean Freeman will be the librarian in pharmacy beginning July 1.

The last faculty dinner of the school year was held at Hartman's Steak House on May 29.

Mr. George Crevar, part-time instructor married Miss Martha Osbourne at her home town of Smithfield on June 1.

The practical examination of the North Carolina Board of Pharmacy were held in Howell Hall on June 18.

Good progress is being made on the new larger building for the School of Pharmacy Holloway-Reeves, Architects were authorized by the Building Committee of the Board of Trustees for this project. The General Assembly made funds available as follows Building $930,000, Equipment $210,000, and Grounds and Connections $10,000; Total $1,150,000. Facilities are planned for 47 undergraduate and 30 graduate students. It is anticipated that the new building will be occupied on or before September of 1959.

This Month's Cover

In special recognition to the pharmacy graduates of '37, Miss Alice Noble arranged an exhibit of class pictures, bulletins, papers and mementoes in the Andrews Display Case in the pharmacy library.

The UNC No. 1 basketball plate, which signifies something special to the class, occupies a prominent spot in the display. And nearby is pictured (on cover of *The Alumni Review*) Chancellor Aycock, who we confidently believe will build an educational team at UNC equal to the rank now held by basketball.

Class functions, the TV setup, officers and special events are all covered—an admirable tribute to the departing seniors.

Down Payment on Time

One of our NCPA-member pharmacists has some houses which he rents for $7.50 a month. One is rented to a negro shoeshine boy.

Recently the pharmacist said he was driving past the house occupied by the shoeshine boy and his family, noted a tremendous TV antenna attached to the roof, which he feared might pull the house off balance.

Checking up, the pharmacist learned the negro had a $695 (27 inch) color television set installed in the house. When asked how he managed this, the negro replied:

"Boss, it was easy. All I have to pay is $15 a month and $2.50 a month on the down payment."

Van King Assigned to Ft. Leonard Wood

Van King continues his excellent military record. While stationed at Fort Benning, he was first recognized as "trainee of the week."

At the end of his basic 8-week training period, he was awarded a certificate of achievement as "Trainee of the Cycle."

At Fort Sam Houston—his next assignment—Van received two weeks of medical training and one week of pharmacy, with emphasis on Army procedures—ordering, preparations, etc.

Now stationed at Fort Leonard Wood, Missouri, Van believes this to be a reasonably permanent address and invites his UNC classmates and others to write: Pvt. Van H. King, III, US 53279621, 12th Field Hospital, Fort Leonard Wood, Missouri.

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PROFIT BREAK

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selling the

ADVERTISED LINE

Officers of the Local-Sectional Drug Clubs

DURHAM-ORANGE DRUG CLUB

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Vice-President: Zack Lyon, Peabody Drug Company, Durham
Secretary-Treasurer: Dr. Earl T. Brown, UNC School of Pharmacy, Chapel Hill

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Vice-President: Joe Anderson, Joe Andersons' Drug Store, New Bern
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Secretary-Treasurer: Neal Jennings, Andrews Drug Co., Burlington

WESTERN NORTH CAROLINA DRUG CLUB

President: Bennett Lott, Clyde Pharmacy, Clyde
Vice-President: W. T. Sisk, Malvern Hills Drug Store, Asheville
Secretary: Garrett Penland, 2 Von Ruck Terrace, Asheville
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WAKE COUNTY PHARMACISTS SOCIETY

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Vice-President: Grady H. Britt, Melvin's Pharmacy, Raleigh
Secretary: Mrs. Jean Provo, Professional Pharmacy, Raleigh
Treasurer: Robert E. Collins, Box 2402, Raleigh

ROBESON PHARMACISTS SOCIETY

President: Hubert N. Rogers, Jr., Hedgpeth Pharmacy, Lumberton
Vice-President: H. E. Malion, Fairmont Drug Company, Fairmont
Secretary-Treasurer: Fletcher S. Dean, Johnson Drug Store, Lumberton

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President: B. C. Brooks, Fayetteville Drug Co., Fayetteville
Vice-President: L. E. Reaves, Reaves Drug Store, Fayetteville
Secretary-Treasurer: C. B. Strickland, Strickland's Drug Store, Fayetteville

MECKLENBURG PHARMACEUTICAL SOCIETY

President: A. K. Hardee, Hardee's Pharmacy, Charlotte
Vice-President: H. A. Hammond, Hawthorne Medical Center, Charlotte
Secretary-Treasurer: Peter Milliones, Medical Pharmacy, Charlotte

JOHNSTON COUNTY DRUG SOCIETY

President: W. Grover Creech, Woodard & Creech Drug Co., Selma
Vice-President: B. Paul Woodard, Woodard Drug Store, Princeton
Secretary-Treasurer: James S. Creech, Creech's Pharmacy, Smithfield

WINSTON-SALEM DRUG CLUB

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GIFTS GALORE

The Promotion that Helps You Sell More Christmas Gift Items, will again be Available to You Soon.

Bigger and Better Than Any Previous Year

Our Salesman Will Give You Full Particulars Next Month Or See It at Our

CHRISTMAS GIFT SHOW

- **SUNDAY**
- **MONDAY**
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• JULY 28 - 29 - 30

Hotel John Marshall

You'll Be Glad You Came . . . .

JENS, MINOR & BODEKER, Inc.

OMB

Complete Drug Store Service

VIRGINIA • NORTH CAROLINA • WEST VIRGINIA

EAST CARY STREET RICHMOND, VIRGINIA

IT WON'T BE LONG–

PLAN NOW TO VISIT KING'S ALL NEW AIR CONDITIONED HEADQUARTERS AND THE 1957 GIFT SHOW. BIGGER AND BETTER THAN EVER BEFORE.

* * * * *

GRAND OPENING DATE WILL BE ANNOUNCED IN THE NEAR FUTURE. IT WILL PAY YOU TO ATTEND "KING'S GIFT HEADQUARTERS" FOR YOUR HOLIDAY NEEDS.

MANY DOOR PRIZES WILL BE GIVEN AWAY PLUS SEVERAL GRAND PRIZES.

SEE YOU SOON

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina

BALCONY
AUG 2 1 1957

The Carolina JOURNAL OF PHARMACY

Volume XXXVIII AUGUST, 1957 Number 8

When doctors ask . . .

"WHAT IS THE MOST POTENT MULTIPLE VITAMIN I CAN PRESCRIBE?"

. . . suggest

THERACEBRIN

(Pan-Vitamins, Therapeutic, Lilly)

The "husky" 'Theracebrin' formula is capable of handling any clinical situation where vitamin potency counts most...especially following major surgery and burns and in infectious hepatitis, malnutrition, and chronic debilitating diseases.

Patients taking 'Theracebrin' can actually feel the difference.

Keep well stocked with packages of 30, 100, and 500 and 5,000 bulk.

ELI LILLY AND COMPANY, INDIANAPOLIS 6, INDIANA, U S A

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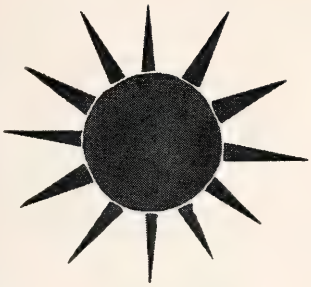

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Calamine and Benadryl® Hydrochloride Lotion and Cream

CALADRYL is in season throughout the sunny side of the year because mild sunburn, insect bites, and prickly heat are rapidly relieved by its soothing antipruritic-antihistaminic action.

On the sunny side of the ledger, CALADRYL has won a lucrative summer market and an ever-growing prescription volume. Be sure your stock of CALADRYL is complete enough to ring up *all* the sales.

CALADRYL Lotion, 6-ounce bottle, and CALADRYL Cream, 1½-ounce tube, are pleasant to use and inconspicuous...won't rub off but wash or rinse off easily.

PARKE, DAVIS & COMPANY · DETROIT 32, MICHIGAN

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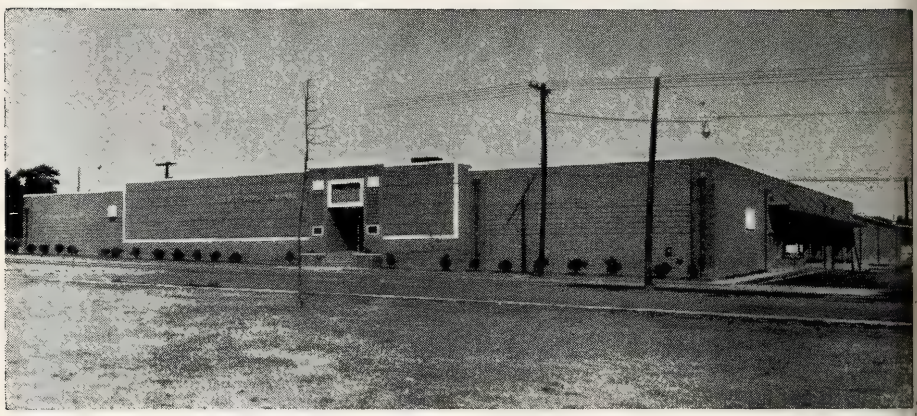
The House of Friendly Service



2923 South Tryon Street
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Scott Drug Company

Service Wholesalers Since 1891

Hollingsworth's
UNUSUAL CANDIES

NEW Colorful GIFT CARDS

CONGRATULATIONS
THANK YOU
GIFT BOX

still only $2.00 lb.

Customers will prefer these exclusive packages for everyday gift occasions. Best of all, under these exciting gift cards are the two leading gift-candy sellers in the Hollingsworth line: incomparable My Hobby Box and the ever-popular Waverley Collection of fine chocolates.

Available at no additional cost with SPECIAL PRE-PACKED COUNTER MERCHANDISER.

Hollingsworth's
UNUSUAL CANDIES

If you missed . . .

JUSTICE DRUG COMPANY'S FIRST HOTEL HOLIDAY GIFT SHOWING August 11, 12, 13

Be ready for Christmas selling by visiting . . .

JUSTICE DRUG COMPANY'S ANNUAL HOLIDAY SHOWROOM OPENING

September 2 8:00 a.m. to 5:00 p.m.

Mondays through Fridays

OTHER HOURS BY APPOINTMENT

Be sure to register for prize drawing November 1 . . .

A CORDIAL WELCOME AWAITS YOU FROM SUNDRY MEN

G. D. Andrews R. C. Shearin E. B. Williams

TRY YOUR FULL LINE DRUG WHOLESALER FIRST

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina JOURNAL OF PHARMACY

August, 1957

VOL. XXXVIII No. 8

★

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Poison Control

During the past decade thousands of new medicinal products and chemical agents have been placed on the market, all designed to make life longer, healthier, happier.

But, as so frequently is the case, progress has its price. In this instance, a rapid rise in the number of toxic agents to which the public is exposed. While phenol and caustic soda still exact their toll each year, new chemical agents—many of them agricultural poisons readily available without the slightest degree of professional control—are sending countless users to physcian's offices, hospitals and occasionally to the morgue.

Increasingly, pharmacists are being called on for information concerning the toxic nature of these agents. Two recent cases come to mind: A physician wanted to know what was in Real-Kill (woman drank bottle of the bug killer) and elsewhere a gas station proprietor sought antidote for "brake fluid" which a customer accidentally consumed.

Fortunately, in both cases, successful emergency treatment followed as the pharmacists involved were in position to supply the needed information.

North Carolina has one of the pioneer Poison Control Centers at Duke Hospital in Durham, and at Concord the chief pharmacist at the Cabarrus County Hospital—James Mitchener—has done much to alert our pharmacists to the necessity of keeping themselves informed in this field.

One of the most comprehensive reference books designed to make urgently needed information available to the physician when faced with a patient who has swallowed some possibly toxic trademarked product is Clinical Toxicology of Commercial Products by Gleason, Gosselin & Hodge. 14,000 products are discussed; emergency treatment and antidotes are listed. The price: $16.00. We suggest you add the book to your library—it may save a life.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

Delivery: 22.8c

One of the larger pharmacies of the state, located in a suburban section, has carefully computed its unit delivery charge at 22.8c.

This takes into account 25% depreciation on auto, gas and oil bill, collision-liability-compensation insurance plus salary of driver.

For several years the pharmacy used a commercial delivery service (pick up packages every two hours) but complaints from customers resulted in a switch-back to company operated delivery. Owner reports himself well pleased with present setup.

To control speed, car was equipped with governor. To reduce possibility of car being turned into taxi for driver's friends, rear seat was taken out. This also permits larger packages and boxes being handled occasionally.

A Charlotte pharmacy owner reports his unit delivery cost at 20c. Policy of the firm is to deliver nothing with total of less than one dollar.

Kerr Drugs Opens In Goldsboro

Pete Barbrey is manager of the new Kerr Drug Store opened June 13 in the new Sunrise Shopping Center, Goldsboro.

When completed The Center will have 12,000 sq. ft. of floor space for 12 businesses. Parking space has been provided for 350 cars.

On Western Visit

The Thomas R. Coles of Sanford are on an extensive tour of the western states. In mid-July they were in Utah, with expectation of being away another month or six weeks.

In recent years The Coles have visited Canada and Mexico.

Wanted

Modern Blond Greeting Card Cabinet, 4 Ft. Width.

THOMAS' PHARMACY
Varina, North Carolina

Tribute to Mr. Heist

We hope Mr. Heist of Charlotte gets a lift out of this item abstracted from letter written by pharmacist from Western North Carolina:

"The other day a customer called for "Drycall" for poison ivy.

"What she wanted was "Caladryl" which I was glad to sell as Parke, Davis had a contest on in honor of Mr. R. D. Heist, who soon retires from the company. He is a good salesman and fine person. He lives in Charlotte and called on us for many years."

Home-Owners

Dr. and Mrs. F. C. Hammerness are now settled in Boulder, Colorado, where they are now home-owners.

Temporarily, Dr. Hammerness is doing relief work for his brother in Kellogg, Idaho, but beginning in September, he will be on the teaching staff of the School of Pharmacy, University of Colorado.

Wins Speech Contest

Frank Errigo (Parke, Davis & Company) won the South-eastern Toastmasters Speech Contest in Nashville on June 15. Contestants from nine states were competing for the honor.

As a result of winning the sectional contest, Mr. Errigo will compete in the International Contest, scheduled for Dallas, Texas on August 24.

Frank's pharmacy lectures are in demand. Here's his schedule in recent weeks: June 12, Wadesboro Civitan Club; July 15, Raleigh Exchange Club; July 17, Johnston County Drug Club; July 23, Lumberton Kiwanis Club; July 26, Spruce Pine Rotary Club; August 5, Lenoir Optimist Club; August 6, Wake County Drug Club; and August 12-13, Alamance Pharmaceutical Society.

Pharmacy Board Brings Court Action

The State Board of Pharmacy has instituted action against three Charlotte drug store operators for violation of the State Pharmacy Act.

Dan Marley of the Blair Drug Store is charged with five violations; John K. Civil, Jr. of Doctor's Pharmacy and W. N. Wilkins of Dilworth Pharmacy, six violations each.

Each violation represents a prescription which the State Board of Pharmacy charges was filled by one of the persons named in the bill of indictment, none of whom are pharmacists.

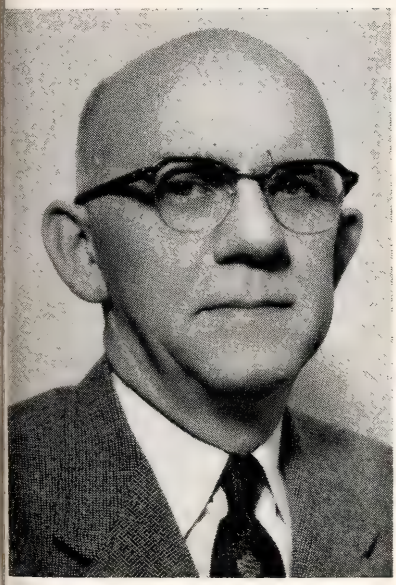
On August 1, Recorder Court Judge Basil Boyd ordered the three operators to produce the originals of the prescriptions they are charged with filling unlawfully. This was done after defense attorneys Guy Carswell and James F. Justice objected to copies of prescriptions being presented by the state as evidence.

In a news story appearing in **The Charlotte News,** Gilbert Colina, a former president of the Mecklenburg Pharmaceutical Society, charged "the public has been misled for a long time" by drug store clerks "posing as pharmacists." Mr. Colina said the people have the right to know whether or not their prescriptions are being filled by registered pharmacists or unlicensed clerks.

The **News** quotes Dr. M. B. Bethel, president of the Mecklenburg Medical Society: "The doctors are opposed to having their prescriptions filled by unlicensed drug store clerks. And the citizens should be opposed to it, too."

Further court action is set for August 15.

Pharmacist of the Year



W. A. WARD

W. A. Ward, Swannanoa pharmacist and past president of the North Carolina Pharmaceutical Association, has been named "Pharmacist of the Year" for 1957.

As "Pharmacist of the Year" Mr. Ward will be presented the Association's coveted "mortar and pestle award" at a dinner in his honor at The Community Center near Swannanoa on September 9.

A graduate in pharmacy of the University of North Carolina (1924) and operator of Ward's Drug Store, Swannanoa, for the past 32 years, Mr. Ward is well known throughout the state as a leader in his profession.

Dinner reservations may be obtained from the NCPA Office or in the Asheville area from Jim Harrison at the Dr. T. C. Smith Co.

New prescription androgen

HALOTESTIN*

AN ORIGINAL CONTRIBUTION OF UPJOHN RESEARCH

Latest product of Upjohn research is Halotestin (pronounced Hay-low-TEST-in)—a new synthetic male hormone that is *five times as potent* as oral methyltestosterone! As a result, physicians can now produce *parenteral* androgenic and anabolic results with *oral* therapy.

In addition to the obvious advantage over older forms of testosterone that must be injected or dissolved under the tongue, physicians appreciate the small dosage and the fact that edema and jaundice, which occasionally occur with other androgen therapy, have not been reported with Halotestin.

They are prescribing it for its general "tonic" effect in the male climacteric, for its anabolic effect in osteoporosis, for menorrhagia, metrorrhagia, inoperable breast cancer, suppression of lactation, and a host of other conditions.

The average daily dose of Halotestin is 2 to 10 mg., depending on the individual patient and the condition being treated. It is available as scored tablets in two sizes: 2 mg. in bottles of 100, and 5 mg. in bottles of 50.

Please be sure your stock is adequate to meet the inevitable demand for this significantly better androgen, backed by the usual Upjohn promotion and detailing.

Upjohn

THE UPJOHN COMPANY
KALAMAZOO, MICHIGAN

Baluba ceremonial marriage fetish from the Belgian Congo, assumed to symbolize the balance of the male and female principles.

*TRADEMARK FOR FLUOXYMESTERONE, UPJOHN

Exams Results Announced

22 Pharmacists' Licenses Issued

Twenty-two pharmacists were licensed by the State Board of Pharmacy as a result of examinations given in Chapel Hill, June 18-20:

Ernestine Baker, High Point; John Marshall Barringer, Carthage; Miriam Lenora Bland, Sanford; Fred Richard Charles, Winston-Salem; Gerald B. Charney, Brooklyn, New York; and Arnold Cherson, High Point.

Walter Newton Coley, Raleigh; Herman Weeks Daniel, Columbia, South Carolina; Charles Irvin Gidney, Raleigh; James Simpson Greene, Morganton; Gerald Kelly Harrington, Sanford; Douglas Woodrow Isaac, Marion; and Geraldine Keenum, Hazelwood.

Melvin Clyde Kendrick, Greensboro; Robert Stanley Kopp, Brooklyn, New York; Joanne Schell McDonald, Charlotte; Lawrence Harold Mancini, Fayetteville; and Donald Joseph Miller, Raleigh.

John Sanford Nance, Jr., Charlotte; Margaret Virginia Neal, Richmond, Virginia; Harry Bassett Umphlett, Jr., Elizabeth City; and Emory Milner Watson, Cameron.

The theoretical (written) part of the examination was passed by 40 candidates. These graduates, after 12 months' practical experience, will be eligible to take the final part of the examination:

James Wesley Anderson, Durham; James Edward Arena, Durham; Charles Glenn Barger, New Bern; James Cenor Bolton, III, Rich Square; and Shirley Weaver Bumgartner, West Jefferson.

Robert Dean Butler, Morganton; Earnest Leroy Carraway, Williamston; Lewis Harold Carter, Chapel Hill; Albert Sidney Clay, Oxford; and Charles Peter Copses, Charlotte.

Ben Carter Courts, Reidsville; Wilbur Aubrey Crumpler, Raleigh; Edwin Wilson Edmundson, Pinetops; Robert William Foster, Greensboro; and Pete Delon Freeman, Asheboro.

Ollie Cecil Harrell, Colerain; James Thomas Ingram, Roanoke Rapids; Alpheus Jones, Jr., Warrenton; Billy Worth Lanier, Buies Creek; and John William Leonard, Lincolnton.

William Oly Lombard, Midland; Mack Elmo McCorkle, Roxboro; Daniel Franklin McCormick, Tabor City; William Herndon Mast, Kenbridge, Virginia; and Shirley M. Mikeal, Lenoir.

Roger Carlton Mills, Tabor City; Fred Owen Phifer, Marshville; Janice Lou Pipes, Asheville; Bill Profitt, Spruce Pine; and Renus Edgar Rich, Jr., Mount Airy.

Stephen Burgin Roberts, Marshall; Mary Sue Sheek, Yadkinville; Alton Travis Smith, Wilmington; Joe Ephriam Smith, Connelly Springs; and Jack Loyd Tyler, Chapel Hill.

Maurice Edward Underwood, Wilmington; Hobart Glenn Whaley, Beulaville; Paul Adams Whitehurst, Murfreesboro; Charles Slater Williams, Durham; and Joseph Zambito, Goldsboro.

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TAR HEEL DIGEST

- Dr. and Mrs. Walter Hartung are in Paris for a meeting of the Chemical Congress. Prior to and following the Congress, which ended on July 24, they toured several of the Eastern European Countries in son, Dick's Volkswagen.
- The State Bureau of Investigation is checking on late July robbery of Wade's Pharmacy, Colerain. More than $1,000 in cash and the store's entire stock of narcotic drugs was taken in the robbery.
- Ballew's Arcade Pharmacy, Lenoir, henceforth will be known as the "Arcade Pharmacy." Principal owners of the pharmacy, originally established by the late Gordon Ballew, are Earl Tate and Norman Sherwood.
- B. O. Lockhart, former manager of The Village Pharmacy, Raleigh, returns to his home state of Tennessee as an employee of Freels Drug Store, Inc., Morristown.
- S. Gordon Brown, Jr., recently licensed by reciprocity from South Carolina, has accepted a position with the L. G. Fox Drug Company, Rockingham.
- It's a brand new front for Bill Gurley's Windsor Pharmacy, the county seat of Bertie County. As soon as conditions are back to normal, Bill plans a fishing trip to a favorite spot where all under five pounds are returned to the water for further growth.
- Ralph L. Carringer, native of Hayesville and 1957 graduate of the Southern College of Pharmacy, has joined the staff of Phillips Drug Store, Albermarle.

Mr. Carringer attended Mars Hill College prior to his pharmacy studies in Atlanta, and has a B.S. degree in business from Western Carolina Teachers College.

- After fulfilling his military obligations to Uncle Sam, H. H. Daniels of Colerain returns to the state to locate in Kinston with Hood's Drug Store.
- Mrs. R. L. White, accompanied by her sister and brother-in-law, left Charlotte in June for an extensive tour of Europe. Bob, her husband, remains home so there will be no shortage of Mallinckrodt chemicals in the state.
- John Wayne Polk of Marshville has entered military service. At the time he joined the Armed Forces, Mr. Polk was employed by Black's Drug Store #2 in Kannapolis.
- The Fussell Drug Company, Rosehill, owned and operated by T. E. Fussell for the past fifteen years, ceased operation on July 27. Two days later, Mr. Fussell went to work for Wabberson's Drug Store, Hamlet.
- While Walter Baker of Raeford recovers from an illness, which has him confined to the Moore County Hospital, Walter N. Coley of Raleigh is taking care of the prescription service at the Hoke Drug Company.
- John A. McNeill is one of the busiest pharmacists in Eastern North Carolina. His duties at the J. A. McNeill & Sons Drug Store and at U. S. Naval Reserve meetings, teaching Sunday School, acting as instructor in Red Cross sponsored swimming classes and attending meetings of his County's Board of Commissioners keeps him on the go for an 18-hour day.
- Author of an article, "The Good Right Hand of Central Service," published recently in the **Southern Hospital Magazine,** is Gilbert Colina, chief pharmacist at Mercy Hospital, Charlotte.
- J. C. Jackson is treasurer of the Lumberton Chamber of Commerce, vice-president of the Lumberton Development company and chairman of the Lumberton Personnel Board. Mr. Jackson is typical of the growing list of pharmacists who are taking a more active part in community affairs.

Miss Alice Noble

Appointed Research Historian

Miss Alice Noble has been appointed research historian for the North Carolina Pharmaceutical Research Foundation, a new position recently created by the foundation. She took over her new assignment on July 1, at the same time giving up the librarianship of the University's School of Pharmacy, a position she has held for the past ten years. Her new office is in Howell Hall, the building that houses the UNC School of Pharmacy. The research work will be done under the direction of E. A. Brecht, dean of the school.

Miss Noble is peculiarly fitted for the new position on the basis of her long experience, interest, and background in pharmacy. Her record of service is one of the longest on the campus and she probably holds some sort of national record for length and scope of pharmaceutical activity. She began her pharmaceutical career under the direction of the late Professor J. G. Beard as assistant secretary of the school and assistant secretary of the North Carolina Pharmaceutical Association. She helped establish the "Carolina Journal of Pharmacy" and until 1940 served as associate editor.

She severed her connection with the N. C. P. A. in 1940. Following her resignation as an official of the N. C. P. A. and its Journal she was tendered a testimonial dinner by the executive committee of the association at the Carolina Inn and presented a handsome three-piece set of luggage from the pharmacists of the State. She was characterized as "knowing more pharmacists than any other woman in North Carolina." In 1941 she was made an honorary member of the N. C. P. A. by the executive committee, the only woman who has ever achieved this distinction.

When Professor Beard was made dean of the School of Pharmacy, following the death of Dean Howell in 1931, UNC President Frank Graham appointed Miss Noble secretary of the school, a post formerly held by the dean. She continued in this position until 1947 when she became librarian and archivist of the school.

During her librarianship the pharmacy collection of books and bound periodicals have been more than doubled, many important resource services added, and a number of substantial gifts made.

For the past 20 years Miss Noble has been a contributor to the "Southeastern Drug Journal" as North Carolina editor. She is justifiably proud of the fact that she has never been absent from work a single day on account of illness.

Miss Noble's hobby is North Carolina history, inherited perhaps from her father, the late M. C. S. Noble. It is easy to understand, therefore, why she has enjoyed pharmaceutical historical research particularly and has built up enviable reference resources which have attracted national recognition.

Commenting on this material, the Committee on Accreditation of the American Council on Pharmaceutical Education, following a recent official visit to the School, reported: "- - - - - Miss Noble's archives with respect to the alumni, the staff, and the program of the school are outstanding and have permanent value - - - - -"

Dean Brecht is enthusiastic over the creation of the new position and of the availability of Miss Noble for this important work. "This unique position," said Dean Brecht, "offers a rich area for constructive scholarship in organizing the historical records of total pharmacy in North Carolina."

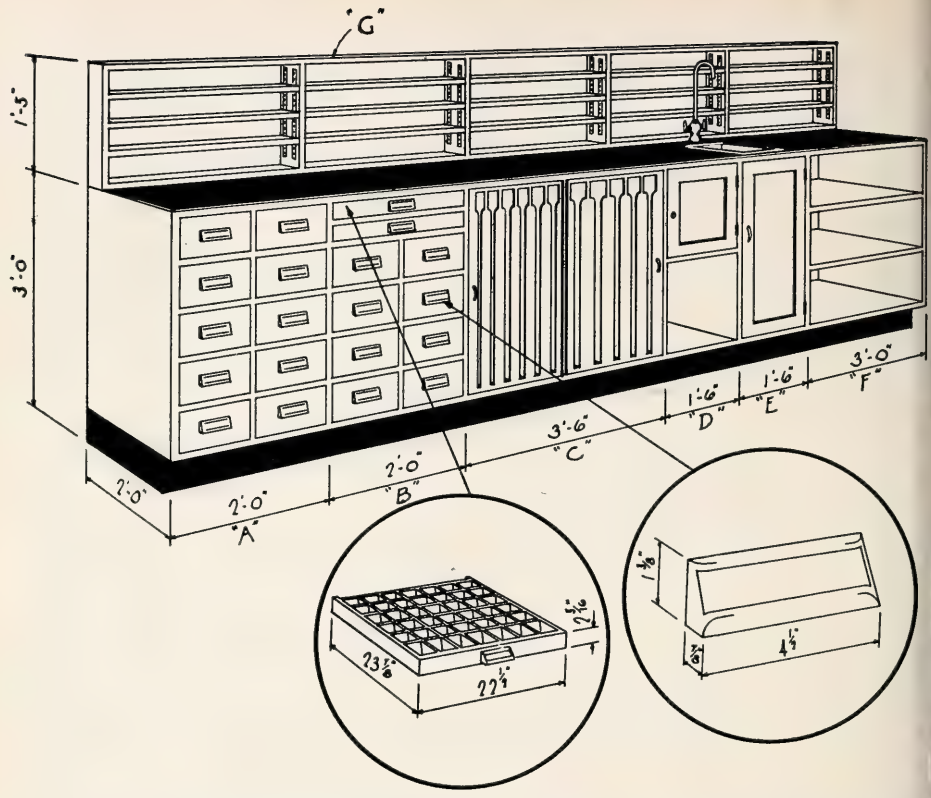
building more prescriptions for you...

The new 12-story addition to Smith, Kline & French Laboratories, shown below, will be completed and ready for occupancy late this summer. This latest expansion by S.K.F. is part of a steady growth that for nearly 75 years has been helping to make possible greater prescription volume for American pharmacists.

Last year S.K.F. spent almost $7,000,000 for research, representing one of the largest expenditures of its kind in the pharmaceutical industry. Increased research activities this year will build even greater prescription volume in the years to come.

This continued emphasis on research is one of several reasons why S.K.F. products currently rank second in the number of specified prescriptions written.

Smith, Kline & French Laboratories, Philadelphia



K-400 PRESCRIPTION WORK COUNTER

The various standard units illustrated above may be combined into many desired arrangements to suit your particular requirements.

A thoroughly professional prescription work counter for a highly professional service.

Write for our free new complete catalog or brochure of blue prints showing actual installations.

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Send Blueprints ☐

Send Sales Engineer ☐

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GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGINIA

18 month-old Samuel Howard Price, III, has quickly learned the value of the telephone as a short-cut to the fountain at Miller Drug Company, Mooresville—the pharmacy operated by his father, S. H. Price, Jr., and Grandfather Price.

If the service is slow, Samuel can dial another number in Kinston—Hogan's Pharmacy—where he'll find Grandfather A. L. Hogan ready to rush out an order of popsicles.

The 72-member staff of the Justice Drug Company, Greensboro, joined together with a cake, gifts and best wishes to C. J. Kee, secretary-treasurer of the company, in celebration of his 80th birthday.

Here Mr. Kee is shown contemplating how to cut the cake into 72 pieces.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

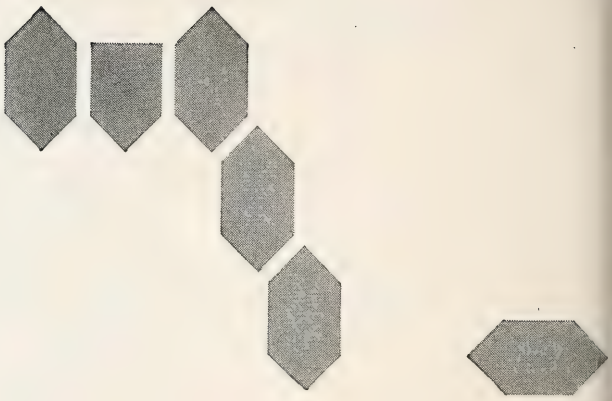
The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.
THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

Announcing a unique new rauwolfia derivative . . .

Harmonyl*

(*Deserpidine, Abbott*)

combines
the potency
of the rauwolfias
with
significantly
fewer and milder
side effects



In two years of clinical evaluation, Harmonyl has exhibited significantly fewer and milder side effects in comparative studies with reserpine. This, while demonstrating effectiveness comparable to the most potent forms of rauwolfia.

Most significant: Harmonyl produces less physical and mental depression. And there are very few reports of the lethargy seen with many other rauwolfia preparations.

The desired degree of potency, plus the mildness of the few side effects reported, suggests Harmonyl as a drug of choice in conditions ranging from mild anxiety to major mental illness and in hypertension.

Supplied: Harmonyl is available in 0.1-mg. tablets in bottles of 100 and 500 (List No. 6901); in 0.25-mg. grooved tablets in bottles of 100, 500 and 1,000 (List No. 6906); 1-mg. grooved tablets in bottles of 50 and 500 (List No. 6912).

Abbott

706176

*TRADEMARK

Anti-Fair Trade Editorial

Says Everyone Could Be the Loser

The editorial appearing below originally was published in the Twin City (Winston-Salem) Sentinel, June 1, 1957. A reply to the editorial by a prominent citizen and outstanding business leader of Winston-Salem may be found on pages 358-359 of this issue of The Journal.

The "fair trade" laws—which give a manufacturer the privilege of setting a minimum price for which retailers can sell his products—formed the basis of a judgment in Forsyth Superior Court last Wednesday. Two stores, Railroad Salvage, Inc (now State Furniture Company) and Annex Furniture Company were ordered to refrain from advertising or selling products of the Simmons Company, Inc., for less than the prices set by Simmons.

Under the law, the action of the court may have been fully justified. But justifying the law itself is a much more questionable matter.

The beguiling term "fair trade" serves as a label for legislation that permits a manufacturer to reach an agreement of the minimum price of his product with one dealer in the state. Then all other dealers in the state, like it or not, are required to abide by that agreement. Is this "fair" to the enterprising dealer who wishes to cut overhead expenses and profit margins in order to offer bargain values to his customers? More important, is it "fair" to the bargain?

In this way the fair trade laws are injurious to the free enterprise system under which America has grown great. Fortunately, the free enterprise system has not proven easily shakable by this artificial restriction. A number of manufacturers, including such giants as General Electric and Westinghouse, are abandoning fair trading after finding that it did not work to their advantage. The reason is simple: When a company fair trades its products, it prevents them from being offered at reduced prices. Its competitors, who leave pricing in the hands of dealers, have a chance to capture larger shares of the consumer market. Unless a manufacturer has a brand name which the public esteems so highly that the product will sell regardless of the price tag, fair trade can be quickly self-defeating.

In any case, fair trade puts a burden on brand names that can hardly be beneficial to their continued public acceptance. A product with a reliable reputation is always more attractive than one of less certain quality, but as the gap in price between the two items widens, the name product is bound to lose some of its appeal to the shopper.

At best, the fair trade laws are a weak crutch for any industry to lean upon, as many have learned to their financial sorrow.

This is the season for . . .

Do you have an adequate stock?

Last Fall and Winter new sales records were set for Soltice Quick-Rub. This Spring even these records will topple as the demand continues to grow for this new greaseless, stainless rub that gives FAST relief to cold misery.

Soltice—a popular item in the Summer for the relief of sore muscles, rheumatic aches, tired feet, nonpoisonous insect bites, ect.—is a best seller throughout the cold season. Do you have an adequate stock? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE COMPANY
Chattanooga 9, Tennessee

Dear Sir:

The prejudice against fair trade expressed in your editorial of June 1 constitutes a disservice to our community.

Your editorial status should demand that you refrain from misleading your readers with such biased and erroneous analysis of the news as contained in your anti-fair trade editorials.

Fair trade is simply a means whereby a producer can standardize the price of his product at a fair level. Your newspaper enjoys the benefits of a standard price; it costs five cents everywhere. There is nothing evil or sinister about this, certainly, or else you would not print the price of your paper as part of your masthead. In other words, you yourself engage in fair trade despite your editorial tirades against it.

I can well imagine the repercussions which would be received by the Business Office of the Journal-Sentinel were some news dealer in Winston-Salem to decide that he would corner all of the local business by selling your paper at three cents per copy. Your telephone would be ringing madly and you would have a number of disgruntled dealers who would insist on restitution and that you straighten this matter out to the satisfaction of all concerned or else you would be doing business with only one news dealer in Winston-Salem.

You are in a position to know all about the tricks of the cut price outlet, the sharp-shooting retailer with his lossleader selling, his bait and switch tactics, and the resultant fraud visited upon all consumers. Such destructive retailing practices injure and eventually destroy reputable brands of merchandise.

You know that once a well-known product becomes a price football, most legitimate resellers refuse to handle it. The discounter will also drop the line after it has served his purpose, and seek another product for his particular brand of piracy. Thus a reputable product is driven off the market, and consumer good will, carefully built up over many years, is ruthlessly exploited, ravaged and destroyed.

The economy of our nation, and that of Winston-Salem, has not grown to greatness on a series of bargain-basement operations. Fair trade's one-price policy helps consumers, promotes sound business morals and merits the whole-hearted support of every honest man.

This letter, written by T. F. Southgate, Jr. in response to editorial (see page 357), appeared in The Winston-Salem Sentinel.

Study after study has proved that prices are lower under fair trade than otherwise. The level of prices for competing, non-fair traded commodities is always higher than straightforward. honest fair trade prices.

American retailers adopted the one-price store idea less than a century ago. They found that the consumer did not enjoy haggling to get a better price than a neighbor. They found that the neighbor resented paying more.

A manufacturer who advertises nationally also understands this psychology. When prices fluctuate from store to store, consumers are reluctant to purchase lest they get "stung." Consumers also bitterly resent seeing a cheaper price elsewhere after their purchase is made.

Fair trade prices must be realistic—they cannot win if artificial. The price sets a standard of value in the mind of the consumer.

Fair trade's one-price policy helps the consumer in the following ways:

1. By increasing production and sales, which decreases costs and lowers prices.

2. By encouraging ease of selection. The consumer does not have to fret about being cheated by paying more than her neighbor pays.

3. By honesty in pricing. The fair trade manufacturer and retailer refuse to deceive the consumer by unrealistic and artificial list prices.

4. By making the fair trade product readily available in many outlets. This makes it convenient to buy wherever the consumer shops.

5. By enabling a manufacturer to build up to a standard of quality rather than down to a price. It is no accident that a fair-traded product is almost invariably of blue-ribbon quality.

6. By arresting the growth of retail monopolists who would, in the long run, deceive and defraud all consumers.

7. By preserving an opportunity for the hometown retailer—the backbone of his community—to sell to and serve his customers.

8. By insuring, between manufacturers, continued competition which makes for continued excellence. Under fair trade, products are not driven off the market by price-cutting.

9. By preserving the reputation of a high quality product. Price-cutting and bargain-basement specials debase a brand name, to its injury. This inevitably results in a loss to the consumer, not only of quality but of the prestige and reputation of the product which give him pride of ownership.

10. By protecting the consumer from the exploitation inherent in lossleader selling.

Your disregard for the truth is graphically demonstrated by your statements about General Electric. You wrote that G. E. was abandoning fair trade because its competitors were capturing larger shares of the market.

The fact is that General Electric is expanding its fair trade operations, not abandoning them. The fact is also that G. E. is enjoying unprecedented success, volume and profits with fair trade; they are the envy of their industry.

The Twin City Sentinel grew up on Main Street with our long established and highly respected community of retail merchants. You still depend on these retail merchants for support, for they are the back bone of Winston-Salem. Why then do you insist on espousing economic fratricide by adopting the propaganda of the fast-buck boys? Do you honestly want our local merchants reduced to the status of push-cart peddlers or pawn shop brokers?

The Supreme Court of our State has unequivocally approved the principles of fair trade and upheld our fair trade law. On the other hand socialist-inspired individuals have always opposed fair trade—such as our former Vice President, Mr. Henry A. Wallace. Which side are you on?

T. F. Southgate, Jr.
Vice President, Hanes Knitting Co.
Winston-Salem

Pulvules No. 360

Lilly
QUALITY
DOESN'T COST...
IT PAYS

ULTRAN

ULTRAN

(Phenaglycodol, Lilly)

Prescription demand for this new Lilly tranquilizing drug is growing by leaps and bounds. Don't be out of stock. For quick, competent service, send your orders to us.

WE ARE A Lilly DISTRIBUTOR

THE PEABODY DRUG COMPANY

Durham, North Carolina

Cover Page

Scientist at E. R. Squibb & Sons operating a master-slave manipulator, an intricately conceived device for remote handling of radioelements. The manipulator is one of a battery of three such units at Squibb's new $200,000 building in New Brunswick, N. J., designed exclusively for making radioactive isotopes for the medical profession. Initial shipments of radioactive gold, phosphorus and iodine for use in medical diagnosis and therapy is expected to start in early spring. The operator above, protected by a four-inch thick lead wall, can use the mechanical "arms" almost as if they were his own.

- Jean Bush Provo (Professional Pharmacy, Raleigh) devotes part of her busy career to teaching a Sunday School Class every week.
- Lloyd Senter of Carrboro has been busier than a long-tail cat in a roomful of rockers. During a recent 3-month period, in an official capacity for a civic organization (Lions), he traveled almost 8,000 miles.

Mayrand Joins Drug Specialties

Drug Specialties of Clemmons has added a research and development director and a new member to its board of directors, H. W. Barber, Jr., president of the firm, has announced.

L. P. Mayrand, former president of Mayrand, Inc., of Greensboro, is the director of research and development. Donald Hilton of Massachusetts is the board of director's member.

Prior to establishing The Mayrand Company in Greensboro, Mr. Mayrand was a research chemist with Merck and Company.

Mr. Hilton, who will serve Drug Specialties as a consultant on foreign distribution, is a former president of Pfizer International, a division of the Pfizer Chemical Company.

FOR RENT — Top Drug Store Location

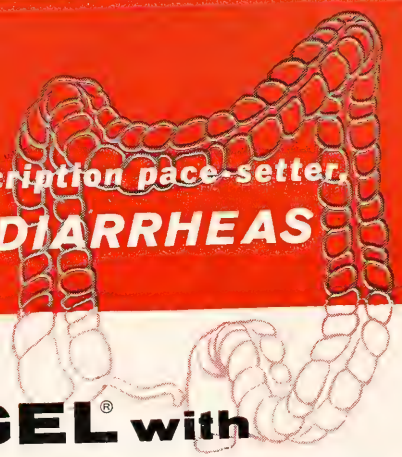
- Located in City Limits of Wilmington, N. C.
- Located in Center of 3 Huge Housing Projects—Serving 10,000 People
- Located in Lake Village—Lake Forest Shopping Center
- Size of Store Approximately 5,500 Square Feet
- Parking Space for Over 400 Cars
- Completely Equipped with All Necessary Fixtures
- Several Large Factories Within Walking Distance. Apply

DLUGIN BROTHERS
10 SOUTH FRONT STREET
Wilmington, North Carolina

ANNOUNCING

a ***NEW*** **prescription pace-setter**

for control of *DIARRHEAS*



DONNAGEL® with NEOMYCIN

Antibiotic-Adsorbent-Demulcent-Antispasmodic

Robins

White aromatized suspension, in bottles of 6 fl. oz.

Addition of neomycin to ever-popular DONNAGEL assures even more certain control of virtually all diarrheas. By its comprehensive action, it —

- **Suppresses bacterial causes of diarrhea**
- **Reduces hypermotility; binds toxins and irritating substances**
- **Helps to reestablish normal bowel function**

You already know from experience that fast-moving DONNAGEL is a prescription pace-setter in its field. Now, with neomycin added for greater effectiveness, you can rest assured that DONNAGEL WITH NEOMYCIN will set even better prescription records. Already, intensive promotion to physicians is creating a heavy demand. Are you ready for it with ample stocks? Better check and see.

Note how the comprehensive formula of DONNAGEL WITH NEOMYCIN provides more certain control of diarrheas — and more certain prescriptions for you. *Each 30 cc. (1 fl. oz.) contains:*

INDICATIONS:
Diarrheas or dysentery caused by neomycin-susceptible organisms; or diarrheas not proven to be of bacterial origin, prior to definitive diagnosis. Also useful in enteritis, even if diarrhea is not present.

ALSO AVAILABLE:
DONNAGEL, the original formula, for use when an antibiotic is not indicated.

Antibacterial
Neomycin base (as Neomycin Sulfate USP) ..... 210.0 mg.

Adsorbent-Demulcent-Antacid
Kaolin (90 gr.) ..... 6.0 Gm.
Pectin (2 gr.) ..... 142.8 mg.
Dihydroxyaluminum aminoacetate ..... 0.25 Gm.

Antispasmodic
Hyoscyamine sulfate ..... 0.1037 mg.
Atropine sulfate ..... 0.0194 mg.
Hyoscine hydrobromide ..... 0.0065 mg.

Sedative
Phenobarbital (¼ gr.) ..... 16.2 mg.

A. H. ROBINS CO., INC., RICHMOND 20, VA.

Ethical Pharmaceuticals of Merit since 1878

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

North Carolina Rx Price Survey

Rx 1

Tr. Opii	15 cc
Bismuth Subsalicylate	15 Gm
Essence Pepsin qs ad	120 cc

Rx 2

Mag. Oxide (light)	0.65
Sod. Bicarb.	1.00
Fiat Chart No. 1	
D.T.D. No. XX	

Rx 3

Achromycin V Caps—250 Mgms.
No. XII

Rx 4

Orinase Tablets—No. 50

	Rx 1	Rx 2	Rx 3	Rx 4
Mocksville	$1.50	$2.00	$6.00	$6.75
Concord	1.50	1.25	6.00	6.75
Albemarle	2.00	2.00	6.00	6.75
Lexington	1.50	2.00	6.00	7.50
Smithfield	2.50	2.00	6.00	6.75
Asheville	2.75	2.00	6.00	7.40
Morganton	1.50	2.00	6.00	6.75
High Point	2.00	2.00	6.00	8.50
Raleigh	1.25	1.75	6.00	7.50
Gastonia	1.50	2.00	6.00	6.75
Asheboro	1.75	2.00	6.00	6.75
Leaksville	1.75	1.50	6.00	6.75
Weldon	1.85	2.00	6.00	6.75
Fayetteville	.85	1.75	6.00	6.75
Oxford	1.75	1.50	7.20	6.75
Henderson	2.90	2.00	6.95	7.50
Burlington	1.85	2.25	6.00	8.75

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

**A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists**

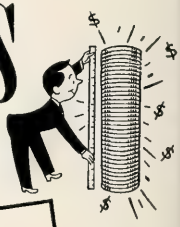
We Appreciate Your Business

you know, **BUT...**

do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS
or
100 TABLETS

REPLACEMENT OR REFUND OF MONEY
Guaranteed by Good Housekeeping
IF NOT AS ADVERTISED THEREIN

...a better value for your customer!

JIMSON WEEDS

By Jim Harrison

"Here's what I heard for you to read and see; I am telling you as 'twas told to me."
—Paraphrased from Sir Walter Scott

Tom Yost, pharmacy junior at UNC is gaining valuable experience at Salley's during the summer months. Before entering pharmacy school, Yost graduated from Duke with an A. B. degree. He lives at Weaverville.

Loretta Barefoot is storing up experience under the tutelage of her father, Lexie Barefoot, at Barefoot-Tatum No. 1. Partner in the firm, J. M. Tatum, is emitting the fine principles of his experience toward the young lady.

Another recent graduate, *Janice Pipes,* is on the staff at Montford Pharmacy where she is putting into practice all the noble precepts of the profession learned at the gushing fount well-sprung by Dean Brecht.

A little to the west we find *Geraldine Keenum,* another recent graduate forming a part of another father-daughter combination with Keenum *pater* who operates Hazelwood Pharmacy.

No doubt there are others in this section who are working hard under able preceptors, but, " 'twas not told to me." Moral: 2 x 2 equals 6 which is Who, What, Where, When, Why and How.

Necrology

H. E. Davis died May 21 in Andrews after an illness of several weeks. He was a native of Haywood County, attended an Institute in Clyde, then Atlanta College of Pharmacy, graduating in 1909. He was licensed in North Carolina in 1914 and practiced his profession in Andrews until shortly before his death. His long career in Andrews, studded with service to thousands in that section, will be long remembered.

Boyd Mullen, owner and operator of Mullen's Pharmacy, Asheville, died in his sleep May 29. Although he had been in poor health for several years, his death came unexpectedly. Mullen was a graduate of UNC School of Pharmacy and licensed to practice in 1912. He worked in his father's drug store in Huntersville, then in Gastonia and several middle North Carolina towns. After several years at the old Smith Drug Store on Pack Square, he started his own pharmacy on Montford Avenue in 1924, which he operated until his death.

R. J. Hathaway, relief pharmacist of Skyland, died July 5, following surgery for a condition that had undermined his health. Hathaway was a reciprocant from Illinois, being licensed in North Carolina in 1956. He had limited himself to relief work in several Asheville and western county stores until June when he took on a full time shift at Asheville Pharmacy.

Accidents

Felix Potts of Swain Drug Store, Bryson City, suffered a serious accident the night of June 13 when an old-fashioned .32 calibre pistol was discharged as he checked its intricate mechanism. The accident entailed a lengthy operation and an extended hospitalization. At this writing, July 8, he is out of the hospital and probably will have resumed work as this is read.

Edward Redman of Statesville Drug suffered a fractured pelvis and other injuries June 16 when his car was wrecked near Branchville, S. C. The accident held tragedy when his wife and son, Edward, Jr., were killed. A daughter survived the crash unscathed. Redman is in a Charleston hospital. A condoling message and good wishes would be welcome and entitle you to membership in the good old order of "Beau Geste." The boys at Statesville Drug will forward mail.

Prize

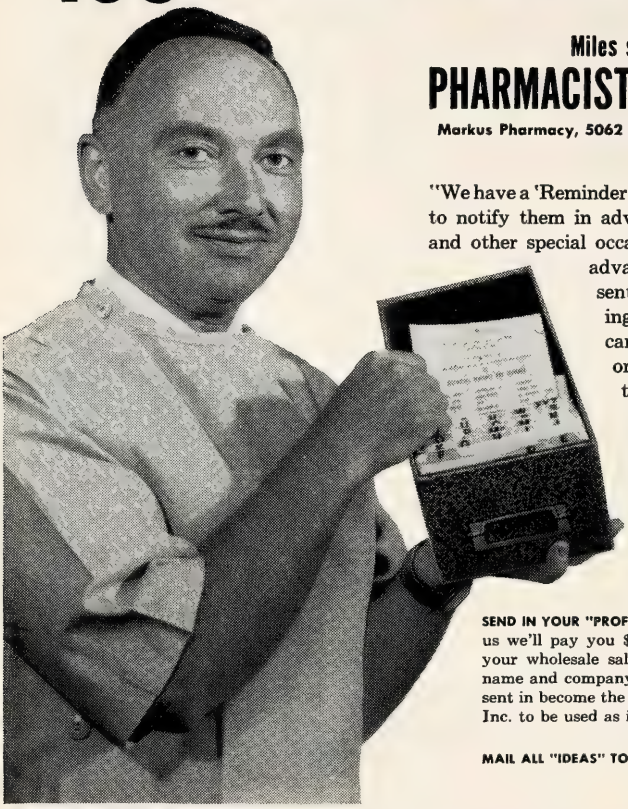
Rowe Campbell, Sr., Peoples Drug Store, Taylorsville, was the lucky winner of a portable TV set given as a door prize at the recent Rexall Christmas Show held in Charlotte. May Rowe's industry and zeal make him as much luck in his holiday sales.

Beauty Treatment

Dayvault's Drug Store, Lenoir, has recently undergone a complete beauty treatment. The store front had a facial, the inside, including the prescription department, enjoyed the whole works from cleanser

(Continued on page 367)

$100 PROFIT-MAKING IDEA #5



Miles salutes
PHARMACIST A. D. FINKEL

Markus Pharmacy, 5062 Sheridan Rd., Chicago, Ill.

"We have a 'Reminder Service' available to our customers to notify them in advance of birthdays, anniversaries, and other special occasions when gifts are suitable. In advance of each date the customer is sent a "Reminder Service Card" listing appropriate gift suggestions. He can then order and we in turn deliver or mail the gift. The bill is then sent to his office."

"Since putting this service into effect we have doubled our sales in the perfume and cosmetic lines."

$50.00 to Harry Rubinstein and Josh Friedman, wholesale salesmen who service Markus Pharmacy for Reliable Drug Company, Chicago, Ill.

SEND IN YOUR "PROFIT-MAKING IDEA" If published by us we'll pay you $100.00 and an extra $50.00 to your wholesale salesman. Be sure to include his name and company with your "idea". All "ideas" sent in become the property of Miles Laboratories, Inc. to be used as it sees fit.

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Dept. TC-8, Elkhart, Indiana

Buy ALKA-SELTZER® BRAND

by the case
It sells on sight
in any place!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggist for more than 70 Years

to powder puff wafts. According to Frank *Dayvault*, extra room, better department organization, speedier handling of prescriptions, better service to more customers, have been gained.

Knight

Henry Shigley, operator of Shigley's Drug Store in Biltmore and Shigley's Grove Park Pharmacy, was made a Grand Knight of St. Lawrence Council, Knights of Columbus, July 9. Shigley is active in the affairs of Knights of Columbus statewide and St. Lawrence Church in Asheville.

Coke Cecil Casts Conjuration

Members of Western North Carolina Drug Club were pleasured by the magic of Coke Cecil as the main feature of their June meeting held at the George Vanderbilt Hotel June 14. For nearly an hour this justly famous pharmacist-magician cast a spell over an appreciative audience that transported the group into Never-Never Land where they marveled at feats of magic almost unbelievable.

The attendance should have been double and would have been had the persuaders been a bit more insistent. I am sincerely sorry for those who missed a treat.

European Trek

Joe McKay free lance relief pharmacist who makes the Florida circuit during the winter months and the mountains of WNC in the summer time shortened his Florida sojourn this year and made a tour of England and continental Europe. Joe sent enough Post Cards with all those pretty stamps to incite the envy of us provincials who work too much without diversion. Joe lets us know he had a wonderful time and says the only way to go to Europe is to put yourself in the hands of a Travel Agency, get a letter of credit to hold in one hand and a Baedeker to hold in the other hand—and don't forget a vial of antiemetics.

Hospital Pharmacy

Myron Brown is now pharmacist at Mountain Sanitarium and Hospital, Fletcher, succeeding A. J. Miller who has retired except for an occasional filling in for a friend in need. Brown is a graduate of University of Colorado School of Pharmacy, 1943. He is married and the father of a daughter, 12 and a son, 10.

Available

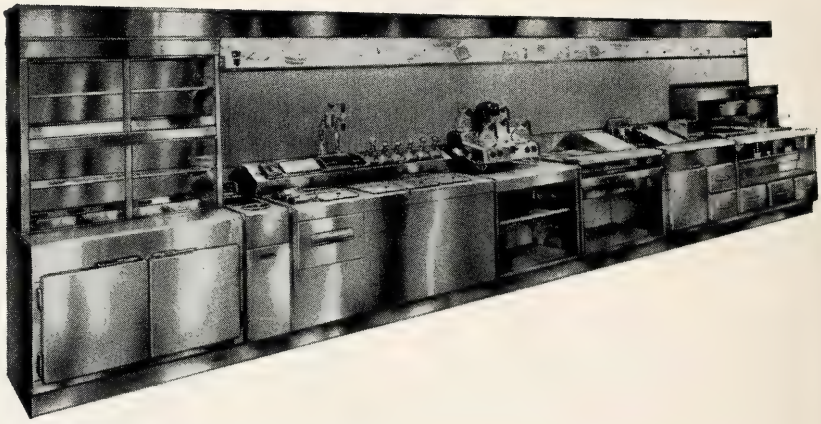
William Miller, a sophomore at Howard College, Washington, D. C. is a good boy and would make some store really efficient and capable help between now and the fall semester. Stores operated by our friends of the colored race would do well to contact William. He lives at 43 Walton St., Asheville.

FOR SALE—Prescription shop in medical center, with five doctors and three dentists in modern air-conditioned building; fifty doctors in immediate area to draw from. Large N. C. city. Wonderful opportunity for right party. Wouldn't be for sale except for owner's health. Contact Rx shop, % N. C. Journal of Phcy., Chapel Hill, N. C.

Stanley Knight
Soda Fountain and Luncheonette Equipment

Berryhill's
Stylemaster Streamline Drug Store Fixtures

Free Designing and Planning Service



We Specialize in the complete installation of Drug Stores

If You Are Planning to Build a New Drug Store or Remodel—Write Us Today —Get Our Price Before You Buy—

Berryhill Fountain Sales Co.

P. O. Box 3251—Phone Edison 2-8945
Charlotte 3, N. C.

Random Comments

By W. J. Smith

- In a survey on "Why Patients Change Doctors," this statement was expressed: The laity believe that the only way to get well when a doctor gives them up is to give him up.

- The Peoples Drug Store, Valdese, owned and managed by Joe Hern, was closed the week of July 3-11 in order to permit the entire sales force to take their vacations at the same time. Pharmacist P. J. Suttlemyre says he believes this to be the only pharmacy in the state to lock its doors for a week vacation-time; we know of no other pharmacy operating on such a schedule. Mr. Best of Greensboro closes his pharmacy for the NARD Convention each year.

- Overheard: "I'm so full of penicillin—if I sneeze I'm sure gonna cure somebody."

- It is rumored modern medicine is improving the average American's life span so that he may live long enough to pay off the house mortgage.

- If you are the proud prossessor one of those unique "Purple Bull" hospital policies and have never read the fine print, you'll collect provided you are run over by a purple bull on Main Street, with the additional proviso that the accident must occur on a rainy Saturday.

- From **Horizons**: Enough doctors become narcotic addicts every year to cancel out the graduating class of one of the nation's 76 medical schools.

- Parking lot: a place where you pay 50¢ so you won't get fined a dollar while you go in to get a 10¢ soda that costs a quarter.—National Safety News.

- Pharmacist: "I don't know why that fellow hates me so intensely. I've never done anything for him."

- Honesty: A psychologist selected at random from a phone directory the names of 100 men and women and sent each of them a $1. An accompanying letter explained the sum was a refund of an overpayment on a previous bill. In a short time 63 of them had returned the money with a note saying he had made a mistake.

- Discipline rules enforced in a North Carolina school a century ago: Boys and girls playing together—4 lashes; for not making a bow when a stranger comes in—3 lashes; for calling each other liars—4 lashes; for blotting copy book—2 lashes; for scuffling at school—4 lashes; for doing any mischief—7 lashes.

- Tom Butler has been cutting hair since 1937 in the U. S. House of Representatives. During this 20 year period, not once has Tom gone upstairs to see his customers at work. "When Congress is in session," he explains, "I'm in session too."

- Tale of the Soil Bank: The tenant farmer put his land in the Soil Bank. Then he took the Soil Bank money and put it in the city bank. Then he put his hind end on the creek bank and went fishing.—Senator Richard Russell of Georgia.

- Pharmacist referring to talkative lady friend: "She speaks 150 words a minute with gusts up to 180."

- Confirmation of what we have suspected all along: Wide-scale studies conducted by three Universities show that living beyond your income makes you grow old before your time.

More Pharmacists

Preparing for 500 Pharmacy Students

By ROBERT H. BARTHOLOMEW

The recent action by the North Carolina Legislature providing a new building for the School of Pharmacy at the University of North Carolina opens a new era in pharmacy education in this state.

During the past academic year, a total of 250 students were registered in the UNC School of Pharmacy, which is the only Pharmacy School in the state. Only 40 per cent of the applicants could be admitted to the school. Applications for undergraduate work are accepted only from North Carolinians.

When the new building is completed two years from now, the school will have a capacity of 503 students. The new building will be located just across the street from the N. C. Memorial Hospital.

At the present time, the School of Pharmacy is located in Howell Hall near the center of the campus. When the new school is erected, it will bring all units of the UNC Division of Health Affairs together in the same area of the campus. The Division of Health Affairs is composed of Memorial Hospital and the UNC School of Dentistry, Medicine, Nursing, Pharmacy and Public Health. One advantage in the new physical arrangement is students in one school within the Division of Health Affairs often take courses, especially in basic health sciences, in other schools within the division. In the future, all schools within the health science fields will be within a few hundred yards of each other.

Last year there were 1,415 active pharmacists in North Carolina. During the year 88 new pharmacists were registered. Of this number, 37 were trained at the UNC School of Pharmacy. This means that 57.9 per cent of the men and women coming into the profession last year were imported from outside of North Carolina. This clearly demonstrates the need of a larger School of Pharmacy at the University.

At the present time, it is conservatively estimated that North Carolina needs not less than 104 new pharmacists a year. The School of Pharmacy graduates 40 to 45 per year. Unfortunately, North Carolina has next to the lowest ratio of pharmacists to pharmacy outlets than any other state in the Union. Also, only one state in the United States has fewer pharmacies per unit of population than does North Carolina.

The present UNC School of Pharmacy is 60 years old, however, there had been two previous attempts to establish such a school before the present one was begun in 1897.

In 1880 a pharmacy course was set up in connection with the UNC School of Medicine under the direction of Dr. T. W. Harris.

The second attempt began in 1890 when the pharmacy course was revived by Dr. Richard H. Whitehead, who headed the School of Medicine. This course was offered for four years before closing in 1894.

The third attempt to teach pharmacy at the University was made in 1897. This was the beginning of the present School.

Edward Vernon Howell, a graduate of Wake Forest College and the Philadelphia College of Pharmacy, who was practicing in Rocky Mount, was elected the first dean of the present school in 1897.

Dr. Howell continued to head the school for the next 33 years until his death in 1931. Howell Hall, the home of the School of Pharmacy, is named in his honor.

During his administration the school enjoyed a steady growth and achieved national fame. The year before his death he was appointed to the revision committee of the United States Pharmacopoeia, one of the highest honors that can be given a pharmacist.

Aside from being a teacher and a scholar, Dr. Howell had quite a reputation as a

athlete. He starred in football, baseball and lacrosse at Wake Forest and was an outstanding football player here at the University of North Carolina. At that time faculty members played on the UNC teams along with the students.

The first home of the present School of Pharmacy was in New West Building. It consisted of one classroom and two other rooms that were used for laboratories. The school was later moved to Person Hall, which now houses the Department of Art. In 1925 the school was moved to Howell Hall, where it is now located. Howell Hall had housed the Department of Chemistry before the Pharmacy School moved into it.

John Grover Beard, who had been a member of the teaching staff since he graduated in 1909, was elected dean of the School of Pharmacy at Dr. Howell's death. He held that position until his death in 1946. Dean M. L. Jacobs was head of the school from 1946 to 1950. At that time, Dr. E. A. Brecht, who now heads the school was elected dean.

The school was admitted to membership in the American Association of Colleges of Pharmacy in 1917. This organization was formed for the promotion of thorough scientific work in the profession of pharmacy. The association has decreed that a five year course will be the minimum period of study for pharmacy students beginning in 1960. The UNC School of Pharmacy will adopt the longer course of study on an optional basis beginning in 1958. At the present time, the school offers a bachelor's degree after four years of study.

Graduate work has been offered by the School of Pharmacy since 1933 when the degree of master of science was offered. A program leading to the highest academic degree, doctor of philosophy, was begun in 1947.

When the School of Pharmacy moves into its new home two years from now, Howell Hall will be occupied by the UNC School of Journalism, which is now housed in Bynum Hall.

The new building for the UNC School of Pharmacy will insure a better program for the health of the citizens of North Carolina.

For seventy-two years

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OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

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"Sure I'm loaded. Gotta hot salesman!

Works hard all day — no salary, no commission."

Member of the family?

"No-no. Sealtest Ice Cream. So good it sells itself, you know. Fountain sales are 25 per cent of my store's total volume. Folks really go for Sealtest quality."

"Sealtest quality"?

"Sure. Low over-run. High butterfat. Pure, *natural* flavorings. No artificial flavors in any Southern Dairies Sealtest ice cream."

Who's Southern Dairies?

"A division of National Dairy Products Corporation. Local plants all over the Southeast."

And what about—

"Look, friend, I'm busy counting profits. Call up your Southern Dairies plant and put a Sealtest *salesman* on the griddle. One thousand, four hundred and seventeen; one thousand, four . . ."

. . . sells your store!

Sealtest
TRADE MARK
ICE CREAM

Howell Hall Happenings

Holloway-Reaves, Architects, were given the official go-ahead for the new pharmacy building on July 12. At that time complete schematic floor plans were presented as revised by the faculty and drawn in the office of the University Engineer. With normal progress it can be anticipated that bids will be solicited early in January and ground broken as early as February.

Messrs, D. A. Dowdy of High Point and I. T. Reamer of Durham were elected by the Board of Directors of the North Carolina Pharmaceutical Research Foundation to begin new four-year terms as Directors in February of 1958. These terms are concurrent wtih those for Paul B. Bissette, Sr., Wilson; J. Paul Gamble, Monroe; Wade A. Gilliam, Winston-Salem; and W. L. West, Roseboro, who were elected by the members of the North Carolina Pharmaceutical Association in June.

The new 9th edition of Scoville's "The Art of Compounding" was published in June. Dean E. A. Brecht is one of the four authors.

During the spring semester 56 students (24.2%) earned superior scholarship for places on the honor roll or dean's list.

Miss Alice Noble was in Raleigh in June examining North Carolina resources in the State Department of Archives and History. The greater part of her vacation was spent in Charleston, S. C., where she had a wonderful time visiting the Charleston Museum and the Charleston Library.

Miss Noble began the duties of her new position as Research Historian on July 1. Full details on this work supported by the North Carolina Pharmaceutical Research Foundation is given elsewhere in this issue of the CAROLINA JOURNAL OF PHARMACY.

On June 29 the faculty enjoyed the hospitality of the North Carolina Society of Hospital Pharmacists at its summer meeting. A dinner at The Pines provided by Eli Lilly & Company was followed by a business meeting at the Institute of Pharmacy.

Professor Ben F. Cooper began special summer work on July 1 for the North Carolina Board of Pharmacy to visit drug stores where students are gaining intern experience credit with the purpose of gaining maximum value from this part of the legal requirement for licensure.

On July 4 Mrs. Clemens Summer, cataloguer, and three assistants from the Health Affairs Library moved into the Pharmacy Library to recode all books from the Dewey Decimal System to the Armed Forces Medical Library Classification. The newer system is much better for its classification of books in the health sciences.

One of the interesting books in the Pharmacy Library noticed by Mrs. Summer recently was "A Collection of Plants of Boston and Its Environs" by Jacob Bigelow, M.D. received from the library of Elisha Mitchell, namesake of the campus scientific society whose death 100 years ago is being memorialized this year. A number of marginal notes in a precise hand on local identifications of plants in and around Chapel Hill about 1819 were made by Professor Mitchell.

On July 10 reminders were sent to recent graduates concerning loyalty pledges to the North Carolina Pharmaceutical Research Foundation. This loyal support of the Foundation is sincerely appreciated.

Dean E. A. Brecht addressed the Chapel Hill Rotary Club on July 10 on Pharmacy in North Carolina and the need for the new and larger building for the school.

Mr. W. J. Smith, Secretary of the N.C.P.A., generously contributed a copy of the 1936 YACKETY YACK, one of the two missing volumes to complete the file. Now only the 1918 volume is wanting.

Rho Chi

The following officers were elected for the Xi Chapter of Rho Chi, National Honorary Pharmaceutical Society at its last meeting of the school year: President—Ronald Lowery Austell, Shelby; Vice-President—David Ramsey Davis, Williamston; Secretary-Treasurer—James Miller Prevo, Thomasville; and Historian—James Louis Inabinet, Winston-Salem.

everyone goes for
Pine State
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PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

Rotary Speaker

W. Latham West, past president of the North Carolina Pharmaceutical Association, was guest speaker at the July 17 meeting of The Roseboro Rotary Club.

Topic of Mr. West's talk was "Tranquilizing Drugs and Their Effect on the Population of Mental Institutions."

Transfers

Noah J. Simpson, UNC pharmacy graduate, transfers from the Old Fort Drug Company to Spindale where he will assist J. Gomer Davis in managing the Spindale Drug Company

Teaspoon Size Always Debatable

Contributed by
Alice Noble, Research Historian

The exact size of a teaspoon is not a new controversial problem. It was discussed way back in 1769 as shown in the following "poem" we found in the **Annual Register** (Great Britian) for 1769 under the caption, "Occasioned by Dr. Hill's Prescribing a Tea-Spoonful of every Medicine to every Patient indiscriminately."

Happy Tea-spoon, which can hit
Dr. Hill's unequall'd wit.

Patients young, and patients old,
Patients hot, and patients cold
Patients tender, patients tough
A Tea-spoon full is just enough.

If in court, with brief in hand,
Or at bar, you trembling stand,
Take the dose, fear no rebuff,
A Tea-spoon is just enough.

What is stranger still than all,
Be the Tea-spoon large or small,
Be it batter'd, broken rough
Still a Tea-spoon's just enough.

Order Drops, ye Medic Dunces,
Order Scruples, Drams, and Ounces,
Hill asserts, and stands it bluff,
That a Tea-spoon's just enough.

Happy Tea-spoon, thus to hit
Dr. Hill's unequall'd wit!

Deaths

E. P. CRAWFORD

Edgar Poe Crawford, 77, Lenoir pharmacist, died July 14 following several years of declining health.

A native of McDowell County, Mr. Crawford attend Weaverville College and the University of North Carolina. He was licensed as a pharmacist in 1911.

Prior to buying a drug store in Lenoir in 1925, he had been in business in Mocksville, and while here, represented Davie County in the General Assembly.

In 1937 he sold his drug store to Frank Dayvault and did relief work thereafter in a number of North Carolina towns, including High Point, Winston-Salem and Brevard.

Births

Kimberly Anne Daniels

Mr. and Mrs. Hallet Daniels of Kinston are announcing the birth of a daughter, Kimberly Anne, on July 8th at 1:17 p.m. Mr. Daniels is pharmacist for J. E. Hood and Company.

Martha Helen Harris

Mr. and Mrs. George W. Harris of Durham are happily announcing the birth of their second daughter, on July 12, at Duke Hospital. She weighed 5 lb. 13 oz. at birth.

Marriages

Langdon-Reynolds

Miss Gene Scott Reynolds, daughter of Mr. and Mrs. Jones Farley Reynolds of Greensboro, was married to Fay Hampton Langdon of Four Oaks and Greensboro, on August 3. Mr. Langdon had two former classmates as his ushers—Joseph Claxton Harris, Jr. of Durham and Keith Fulbright of Guilford College.

Reabela Tablets $8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets $20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets $2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets $4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets $7.50 per 100
Reavita Capsules $34.80 Doz. 100s $28.00 per 1000
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Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

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WEST DURHAM, NORTH CAROLINA

News of the Parke, Davis MSR

Gilbert Hartis moves so much merchandise for Parke, Davis, the company has reduced his territory again.

Now confined to Winston-Salem, Elkin and Yadkinville, Gilbert will make up for loss of accounts by more frequent calls and detail work in his new area.

Other P-D changes: R. L. Jordan of Raleigh has been transferred to a new territory with Salisbury as headquarters; Dave Lucas with assistance of A. A. Creed will represent the company in the Charlotte area.

R. D. Heist, P-D representative in Charlotte for many years, on the occasion of his retirement (July 1), was honored at a dinner planned especially in his behalf on June 29. Held in Charlotte, the party was attended by P-D representatives from throughout the state.

Stationed In Northwest

Lewis B. Doyle, Jr. of Roanoke Rapids, following service at Fort Sam Houston, Texas, was assigned to the Post Dispensary, Fort Lewis, Washington.

Now he is in charge of the Dispensary at the Yakima Firing Center, with the following address (classmates please take notice):

Pvt-2 Lewis B. Doyle, Jr.
US 53279562
U. S. Army Dispensary; Det. 5 (6006)
Yakima, Washington

Lewis plans to do some part-time work in retail pharmacy; is applying for reciprocity to Washington.

Wins Schick Award

Leonard Crumpler, Longview Pharmacy, Raleigh and C. Louis Shields, Johnson Drug Company, Jacksonville, are $50 prize-winners in a nation-wide Schick display contest.

For having put Crumpler and Shields in line for the $50 awards, H. Mitchell of the W. H. King Drug Company and Cecil Williamson of the Robert R. Bellamy Company also received prizes from the Schick Division of the Eversharp Company.

Give Yourself a

PROFIT BREAK

by

selling the

ADVERTISED LINE

Edmonds to Head Greensboro Club

Marion M. Edmonds, Edmonds Summit-Center Drug Store, was installed as president of The Greensboro Drug Club at a meeting of the organization in Greensboro on July 26.

Other officers installed: J. E. Davis (Merrell), vice-president; W. S. Dukes (Sunset Hills Drug Company), secretary; and Jack Ranzenhofer (Crutchfield-Browning Drug Company), treasurer.

A new advisory committee was set up to work with the newly installed officers in formulating plans for the club. S. W. McFalls, Dan V. Walker and David D. Claytor, all past presidents of the club, were appointed members of this committee.

In the future, retiring presidents of the club will automatically become members of the advisory committee for a three year term.

G. G. Buchanan heads a committee appointed for the purpose of drafting a new constitution for the club.

Hardee Installed

The Mecklenburg Pharmaceutical Society installed new officers for the coming year at a social meeting of the club, held in Charlotte at the Ming Tree Restaurant on July 16.

The new officers are: A. Kirk Hardee, president; Henry Hammond, vice president; and Peter T. Milliones, secretary-treasurer.

Retiring officers of the club were: Graham B. Dimmick, Jr., president; Vernon Faircloth, vice president; Clarence Swearngan, secretary; and Herman Cline, treasurer.

Committees on public relations, membership and grievance were appointed by President Hardee, who announced the next (August 13) meeting would be presented by a representative of The Upjohn Company.

Woodard Elected

Barney Paul Woodard, operator of Woodard's Drug Store, Princeton, was elected president of the Johnston County Drug Club at a bi-monthly meeting of the organization held in Smithfield in July.

Serving with President Woodard will be Oliver Fleming (Fleming Pharmacy) of Smithfield, and John Marshall Sasser (Creech's Pharmacy), of Smithfield, secretary-treasurer.

The election and installation of officers followed a talk on salesmanship by Frank Errigo of Parke, Davis and Company.

The Johnston County Drug Club, now concluding its first anniversary, was headed last year by Grover Creech of Selma. A majority of the drug stores of the county are members of the club.

Rejects Bid

At a court hearing in Lumberton, a bid of $6,000 for the closed Lumberton Drug Company was rejected. A private sale has been ordered by the court.

After the public sale, J. E. Johnson raised the bid by 10%; J. C. Jackson then offered $7,500.

The business is expected to be sold on August 10.

EVERFRESH MAGNESIA

The Name at the Top—It's EVERFRESH

and . . . . The top Name among quality brands

Assures PROFITS

Assures DEMANDS

"The swing is definitely toward the brands the public knows."

ORDER TODAY

Thru Your Wholesaler

List price, $2.30 per dozen. Minimum Retail Price, 30¢ each.

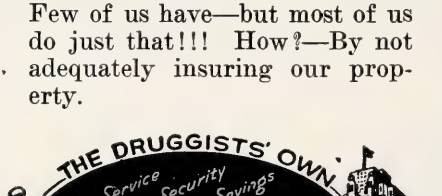
The McCambridge & McCambridge Co.
6400 Rhode Island Ave. Riverdale, Md.

News Briefs by Jim Harrison

Roy Johnson has shifted from Pack Square Pharmacy to Economy Drug Store on Charlotte Street. Now he is within walking distance of home. . . . George Mathews is holding down a shift at Adams-Blauvelt after trying the insurance business and liking prescription work better. . . . Maurice Cable, after leaving Lord's Drug Store, is working a split shift at Charlotte Street Pharmacy. . . . Herschel Roberts, still residing in Weaverville, visits Asheville frequently. The doctor who watches over him won't let him confine himself to much work yet but Herschel keeps his interest alive in the drug business by study and contact. . . . Virginia Callahan is up and about again after an illness of a few weeks. . . . Bill Braman, long time wholesaler salesman, now practicing pharmacy, is at Ideal Drug Store, West Asheville, for the summer. . . . Jim West of Lord's has plans made to transfer to Canton. . . . Moss Salley, Jr. is to address the local (Asheville) chapter of the Dental Assistants Society the first Monday in August. This amounts to an invitation to further the relations between two groups of the health team. There will be a full report on this next month. . . . The **Mooresville Tribune** uses three columns in its August 1st issue to feature the highlights of the "Carbon Tetrachloride" article that appeared in **McCall's** magazine last October. Much of the space was devoted to a photograph of Sam Price, Jr. in his prescription department showing a container of Carbon Tetrachloride. The purpose of the article was to stress the danger in the careless use of this compound. This it does admirably, without resorting to frenzy-provoking language that would cause a widespread ransacking of cellars, workshops and medicine cabinets. But tying in with professional consultation with Sam Price, Jr. of Miller Drug Store, makes the article more plausible and authoritative. This is an example of good public relations in action.

HAVE YOU $$ TO BURN?

Few of us have—but most of us do just that!!! How?—By not adequately insuring our property.



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F. O. Bowman
North Carolina State Agent
P. O. Box 688
Chapel Hill, North Carolina

Ralph M. Crosson
South Carolina State Agent
1812 Marion Street
Columbia 3, South Carolina

Perry Joins Lilly MSR Staff

Charles A. Perry, who became a pharmacist after working in the cotton mills of Cateechee, South Carolina, is a new representative of Eli Lilly and Company, it is announced by G. M. Moore, manager of the Southeast District. With headquarters in Salisbury, North Carolina, his territory includes several west-central North Carolina counties.

A native of Cateechee, Perry was graduated from Liberty High School in 1944 and spent several years as a textile worker in the Norris Cotton Mills. In 1953 he received a Bachelor of Science degree from the Medical College of South Carolina School of Pharmacy and became a registered pharmacist.

Since 1953, Perry has been manager of the Alexander Drug Company in Easley, South Carolina.

He is a member of the South Carolina Pharmaceutical Association and Rho Chi, pharmacy honor society.

Reciprocity License Issued

Richard M. Dickerson, 607 East Barbee Street, Louisville 17, Ky. (from Ky.) Samuel G. Brown, Jr., L. G. Fox Drug Company

Rockingham (from South Carolina). Clarence C. Coleman (colored), Hamlin Drug Company, Raleigh. Jack Warren Airheart, Airheart Pharmacy, Concord.

Drug Stores Closed

Fussell Drug Company, Rosehill. T. E. Fussell, owner-pharmacist.

Cox's College Pharmacy, 2508 Hillsboro Street, Raleigh. Rupert Cox, owner-pharmacist.

Change in Ownership

Foster Pharmacy, Inc., 1018 North Elm Street, Greensboro. Warren E. Crispens and others, owners; Warren E. Crispens, pharmacist in charge.

Catawba Pharmacy, 403 Catawba Street, Belmont, S. P. Brison, J. N. Rumfelt and J. C. Kiser, owners; S. P. Brison, pharmacist in charge.

Buhmann Certificate on Exhibit

A pharmacy certificate dated April 4, 1824 and issued in Germany to the grandfather of Pharmacist Walter L. Buhmann of Asheville has been placed on exhibit in the lobby of the Institute of Pharmacy, Chapel Hill.

Apart from its age, the certificate is unique in that it is written in squid juice. After more than 133 years, the writing is clear and distinct, indicating perhaps the present day ink manufactures would be justified in investigating the permanency of "squid ink."

Mr. Buhmann's grandfather later studied medicine and practiced his profession until his death in 1885. In 1850, Mr. Buhmann's father came to this country with some articles of personal interest, including paintings, hand-written music and the pharmacy certificate. The certificate has been in Mr. Buhmann's possession for many years.

The certificate, written in German, has been translated as follows:

"That the Candidate for Pharmacy has with praise satisfactorily concluded the Chemical-Pharmaceutical studies which were held by the local Chief Examining Commissioner, and therefore will be considered as an Apothecary, and that he is considered able to apply in any chosen locality in the Kingdom for an Apothecary Commission, in accordance with the required oath of the profession. Issued by Royal Public Regulations at Berlin, Kingdom of Prussia, and Providence of Brandenburg, April 4, 1824."

Inspect for Board

The State Board of Pharmacy has four pharmacists doing inspection work this summer.

John Balas of Charlotte, Thomas H. May of Wake Forest and B. E. Bush of Chapel Hill are calling on pharmacies and other places where drugs are manufactured, packaged and dispensed.

Dr. Ben Cooper is checking on the pharmacy apprentices. By early August he had covered all of central and western North Carolina. Most apprentices in eastern North Carolina will have talked with Dr. Cooper before this issue of THE JOURNAL is mailed.

Trends

Everything is not rosy for all shopping centers. Some are in difficulty. It takes

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists

Importers & Jobbers

Druggists' Sundries & Fancy Goods

We solicit your orders

Our experience of over 70 years insures our ability to serve you satisfactorily

lots of profitable sales to pay rent running better than a thousand dollars a month.

Most Popular MSR

One of the larger hospitals of the state conducted an informal poll among is personnel to determine the most popular, best-liked medical service representative calling on the hopsital.

The winner: David McGowan, Lilly MSR, with headquarters in Chapel Hill.

Brewer Elected

William P. Brewer, vice president of Justice Drug Company, has been elected president of the Greensboro Civitan Club for the coming year.

Obstacles

When an oyster cannot get rid of an irritation in his shell, he settles down to make something beautiful of it—a pearl. Dr. A. J. Cronin started out as a physician, broke down in health and, in much frustration, turned to writing fiction. He made a pearl of his irritation. Whistler, the artist, wanted to be a soldier, but received a terrible grade on chemistry and flunked out of West Point. "If silicon had been a gas," he said, "I would have been a major gen'l." He learned the lesson of the oyster. Turn your troubles into pearls.—Rev. A. PURNELL BAILEY, "Bread of Life," *Grit*.

Weather

Climatologists suspect a Heat Age is on the way. The whole Earth has warmed up 2.2° in the past 50 years alone. One factor seems to be the quantities of carbon-dioxide poured into the air from burning coal and oil. This is not negligible since an increase of only a few hundredths of 1% of CO_2 in the atmosphere can raise the world's temperature a whole degree. Thus, as world industry expands, we are helping bring on the Heat Age. . . . A few hundred years from now NY and Boston may be like southern Florida. The Arctic Sea will be entirely ice-free. Northern Canada and Siberia will be in the temperate zones, much of the Antarctic ice-cap may melt, the tropics will include most of the U. S.—O. O. BINDER, "Solving the World's Top Secrets," *Mechanix Illustrated*, 7-'57.

World

When the new college graduates are tempted to turn the world upside down they should remember its weight in tons is a 6 followed by 21 ciphers.—*Rushville* (Ind.) *Republican*.

Trend

Dixie is losing its internationalist reputation. On recent foreign aid votes, most Southern senators lined up to cut, cripple, and finally to kill not only foreign aid, but also the worldwide atoms-for-peace agency.

Why? One theory: King Cotton has lost his worldwide markets. This, plus the recent invasion of cheap Japanese textile and oil imports, has dimmed the international enthusiasm of the cotton industry and a large segment of the oil industry.

The New Look

If you are fortunate enough to gain possession of any new dollar bills after Sept. 1, you will observe that, despite the "tight money" trend, Geo. Washington is expanding. He looks much fatter. It's a new technique, rather than a new portrait. With recently installed presses, the bills are now being printed on dry paper. Formerly, wet paper was used. The subsequent shrinkage distorted Washington's features, gave him the appearance of one suffering from very tired blood.

Grandmother's wedding ring was wide and heavy, fashioned to last a lifetime. Currently, wedding rings are lighter, but more numerous. Now, in about 8 marriages out of 10, double-ring ceremony is used. While psychiatrists try to figure the significance jewelers accept the boon, ask no questions.

In tougher times, the automobile business was going to the dogs. Now, dogs are going to the automobile business. An Ohio dealer offers to accept any pedigreed dog or cat as a trade-in.

Which reminds us of the wealthy widow who bequeathed $50,000 to her cat. But poor Pussy didn't get a penny. The widow's dog broke the will.

HIGHBALL TO PROFITS!
SIGN UP TODAY FOR
Gifts Galore

Now or never! Don't miss out on your biggest season for solid profits! Sign up now for the powerful Gifts Galore Christmas Promotion and pack your store with customers. Tie-in with Gifts Galore terrific traffic builder . . . your own FREE DRAWING for an American Flyer Electric Train Set.

Ask Our Salesman!

QMB

UENS, MINOR & BODEKER, Inc.

Complete Drug Store Service

VIRGINIA • NORTH CAROLINA • WEST VIRGINIA

EAST CARY STREET RICHMOND, VIRGINIA

King's "Gift Galore" Show — Room Opening — — —

ONCE AGAIN, IT'S "SHOWTIME" AT KING'S

You are cordially invited to visit us anytime from 8:30 A.M. to 5:00 P.M. daily through Friday and at nights or weekends by appointment.

We have assembled the finest selection of gift merchandise available. There are gifts for all members of the family.

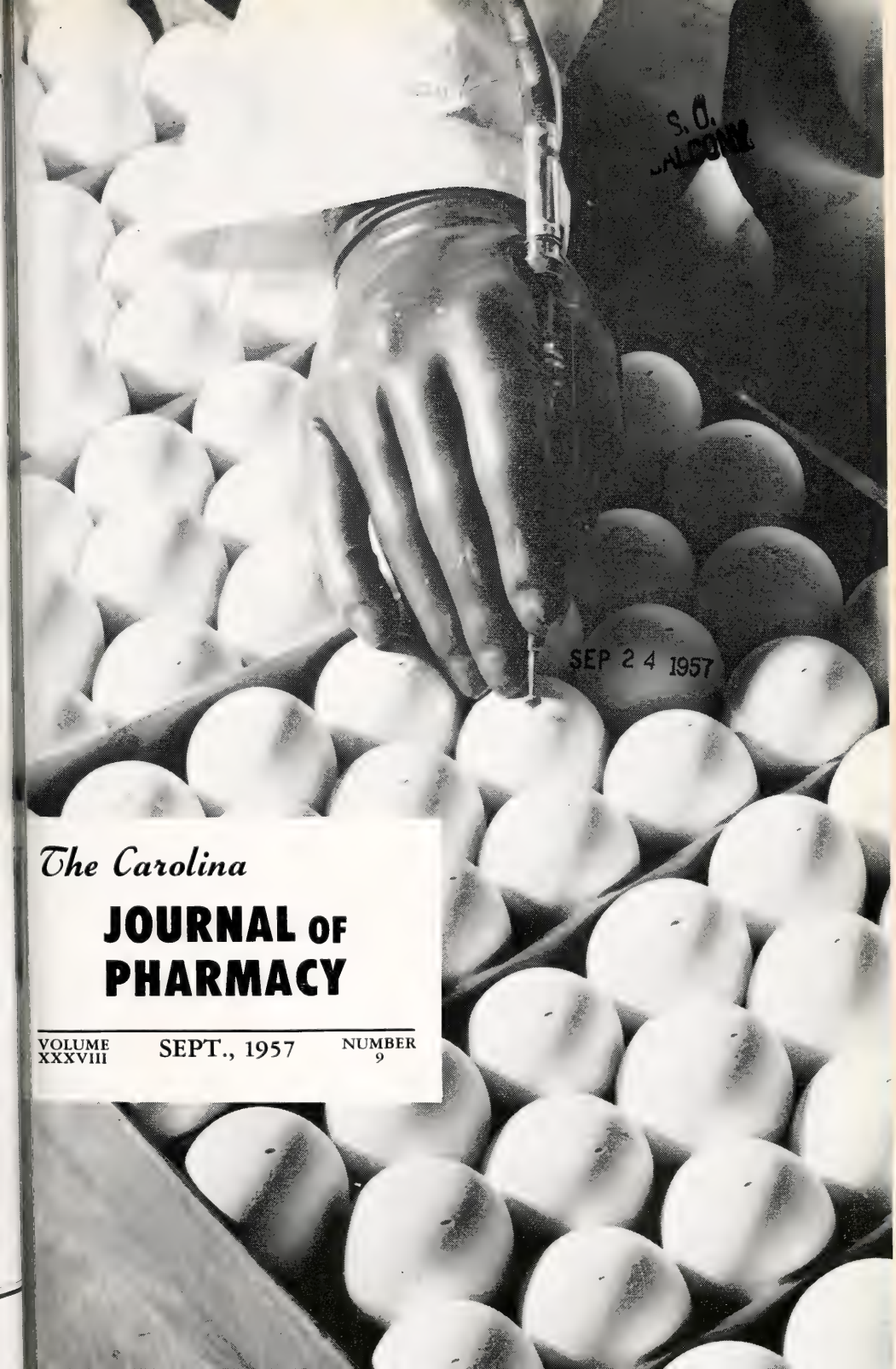
Display room is air conditioned for your shopping pleasure and there is plenty parking space.

May we have the pleasure of your visit soon?

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina


S. C.
SEP 24 1957

The Carolina

JOURNAL OF PHARMACY

VOLUME XXXVIII | SEPT., 1957 | NUMBER 9

FOCUS ON THE
"PRIME OF LIFE"

MI-CEBRIN

(Vitamin-Mineral Supplements, Lilly)

Comprehensive Vitamin-Mineral Supplement Fits the Modern Market Picture

Today's prescription trend toward vitamin-mineral combinations is supported by sound scientific evidence. Nutritional supplements, such as those contained in 'Mi-Cebrin,' are helpful in promoting the nutritional well-being of people past forty.

'Mi-Cebrin' is a growing product in a growing market. Its potent formula in attractive, easy-to-take form builds customer satisfaction --assures repeat sales. Supplied in packages of 60, 100, 1,000, and 5,000 tablets (No. 1790).

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INDIANAPOLIS 6, INDIANA, U.S.A.

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QUALITY / RESEARCH / INTEGRITY

They keep coming back for more!

GERIPLEX®

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geriatric vitamin-mineral formula

GERIPLEX Kapseals are available in bottles of 100 and 500.

Chances are when you fill a prescription for GERIPLEX KAPSEALS you've got a customer for life. More and more physicians are prescribing this vitamin-mineral supplement as long-term therapy for their geriatric patients. Containing valuable mineral nutrients, eight important vitamins, and Taka-Diastase® for starch digestion, GERIPLEX helps to correct nutritional deficiencies leading to premature debility.

Service your customers by keeping an adequate supply of GERIPLEX in stock.

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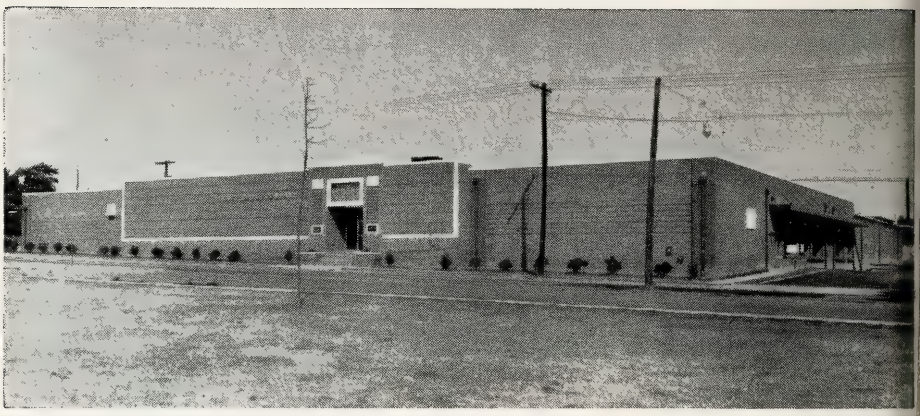
The House of Friendly Service



2923 South Tryon Street
Charlotte, N. C.

Scott Drug Company

Service Wholesalers Since 1891

WHAT'S THE BIG NEWS?

Nunnally's

THE CANDY OF THE SOUTH

BOX BOUNTIFUL and GOLD BOX

have the sales answer for EVERYDAY GIFT OCCASIONS

Available on both 1 & 2 lb. sizes at no increase in cost

These new and colorful gift cards make Nunnally's two leading sellers custom gift boxes with a special message. They sell all year 'round for all occasions.

Both packages have new, beautiful GIFT CARDS that say:

- **CONGRATULATIONS**
- **THANK YOU**
- **GIFT BOX**
- **HAPPY BIRTHDAY**

See R. L. Blanton, your Nunnally representative, for full details about the SPECIAL PRE-PACKED COUNTER MERCHANDISER.

Nunnally's

THE CANDY OF THE SOUTH

Dick Shearin Dewey Andrews Abie Williams

Your presence in our 1957 Holiday Showroom is appreciated.

It is not too late for those of you who have not visited the Justice Showroom this fall to come in and let the men pictured above assist you in making selections for your Holiday selling.

You can still qualify for Door Prizes by attending on or before November 1st.

Tell your Justice representative when we may expect a visit from you.

Try Your **Full Line Drug** Wholesaler First

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina JOURNAL OF PHARMACY

September, 1957

VOL. XXXVIII No. 9

★

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Learning the Hard Way

Occasionally we get the impression the general public has the idea all drug stores are gold mines; that fabulous profits gush forth from the water faucet. It's not the average prescription the public remembers; it's the 1-out-of-100 ten dollar prescription that produces the lasting impression.

While most efficiently operated stores net a modest return to their owners, fully 25%—here in North Carolina that means 225 stores—net less than 5% on their annual operation. Compare this with the insured, no risk 3½% return the building and loan people are paying, then the picture assumes its true perspective.

Not all drug stores are income producers. A case in point is a recent bankrupt drug store that sold for a fraction of its original cost. According to reports, a succession of owners lost more than $42,000 in this store.

In the sale of the property by the court, an interesting angle came to light. Since the final, accepted bid for the property was in excess of the first mortgage (there was a second mortgage of $7,000), which covered "stock and fixtures," it would be assumed the first mortgage holder got all his money back.

But such was not the case.

Had the first mortgage read "fixtures and stock now on hand or which is purchased in the future," the story would have been different. Someone (we assume the court) estimated only 15% of the original stock remained on the premises when the store closed its doors.

So, the first and second mortgage holders got back a fraction of their money; two wholesale drug houses got hit for nearly $7,000; and the numerous open accounts—well, there are some excellent headache remedies on the market.

Most drug stores in the state are successful stores simply because their owners have the necesary know-how and willingness to make them so. But it takes more than a building and a sign hanging out front to spell success in the retail drug field. Some folks, including a number of mortgage holders, have learned the hard way.

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Mrs. E. C. Daniel of Zebulon with grandson, Clifton Truman Daniel. Picture made in early June while the Daniels were on New York visit with son, E. C., and Margaret Truman Daniel.

Grandfather Daniel gets to hold the baby and here appears to be speculating on possibility of another pharmacist joining the family. Son, E. C., is on the Editorial Staff of the **New York Times**.

This Month's Cover

Drilling Eggs: Technician at the Lederle Laboratories Division of American Cyanamid Company in Pearl River, N. Y., uses the fertile hen's egg as a natural media for growing Asian Strain virus. Here, the egg is being drilled with a dentist's drill and later the seed virus dilution will be injected

Seeks $50,000

Endowment Fund Established

A Report by T. J. HAM, JR., Chairman of the Committee

Those of you who have visited the Institute of Pharmacy are familiar with the work being carried on there. You know, of course, that the Pharmaceutical Association offices and the Board of Pharmacy offices are there. A review of the calendar of events held there emphasizes the need for this building. In addition to pharmacy committee meetings, seminars, sales schools, monthly meetings of the Board, and other events relating to Pharmacy, other groups such as the Red Cross directors, Heart Association directors, other health groups, are using the facilities there. The wives of the students of the School of Pharmacy meet there twice monthly; students at the School use it for various occasions, the most recent being a party for the student branch of the NCPA, and a district meeting of the Kappa Psi Fraternity. When not in use by groups of this nature, other organizations such as the Community Club of Chapel Hill are using the Institute.

From the above we hope you have gained some idea of the scope of usefulness of this, your home in Chapel Hill. In order to insure that it will be available for these purposes in the future as it has been in the past five years, plans have been completed for starting a fund to assure sufficient money for annual maintenance for the building.

In 1956, immediately after the Raleigh convention, our good friend, Bill Gurley, helped to get the fund underway with a contribution specially earmarked for that purpose.

Later in the fall, a special committee met in Chapel Hill and approved a circular letter, which was mailed to the membership of the Association.

At that time, the purposes of the NCPA Endowment Fund were broadened to include, not only maintenance of the Institute of Pharmacy, but any program specifically designed to advance Pharmacy in this State.

You will recall that we pledged to keep all the Fund's principal in perpetual trust; only the interest and dividends from invested funds will be expendable on an annual basis.

A number of small contributions came in the latter part of 1956. This year the Committee has received two $500 contributions, one of $150, several of $100 each, and others down to $10. In all, 34 contributors have assisted in increasing the Endowment Fund to $2,295.23.

The money now on hand is invested in insured 3½% building-and-loan stock.

Our goal for the Endowment Fund is $50,000. We are a long way from reaching this goal, but we have started and we intend to keep at it until success crowns our efforts.

Our current fund-raising effort is centered around an addition to the bronze name plaque now in the lobby of the Institute. This plaque, which contains 260 names, will be supplemented with matching side panels of 43 names each.

About thirty persons have already qualified for the first of these side panels. If you missed the original plaque and are interested in having your name appear on the matching side-panel plaque, complete and return the illustrated folder which has been supplied to you.

It is a reassuring thought to know that a hundred or a thousand dollars contributed to this Fund today will be here a hundred years hence, yet in the meantime will have been put to work for Pharmacy.

Help us to help yourself.

September Report

In early September The NCPA Endowment Fund totaled $3,053. Additions to the Fund since the Charlotte Convention resulted mainly from persons qualifying for the bronze "name" tablet to be installed in the lobby of The Institute of Pharmacy.

*TRADEMARK

PRENATAL CAPSULES LEDERLE

An outstanding advance over older supplements, new FILIBON provides four big extra selling features at no extra cost.

NEW *less-irritating source of iron* ... avoids gastric upset

NEW *non-inhibitory intrinsic factor* ... increases absorption of Vitamin B_{12}

NEW *more comprehensive formulation* ... includes phosphorus-free calcium, Vitamins K and B_6, and important trace elements

NEW *Reminder Jar* ... attractive, reusable ... appeals to doctor and patient

Full-scale promotion will focus the attention of every physician on the added advantages of new FILIBON. So stock up now...and stand by for prescriptions!

Filibon Jar of 100 capsules ...

$3.15 price to retailer

LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, N. Y. Lederle

UNC Pharmacy Grad to Head Mead Johnson Research Division

Dr. Coy W. Waller has been appointed Director of Chemical Research in the newly created chemical research division of Mead Johnson.

A graduate of the Mount Olive High School and the School of Pharmacy, University of North Carolina (1937), Dr. Waller has been employed by Lederle Laboratories as a research chemist since 1944.

He took the M.S. degree from Buffalo in 1939 and the doctorate from Minnesota in 1942. For two years prior to joining Lederle, Dr. Waller taught chemistry and pharmacognosy at Washington State College.

The Wallers will make their home in Evansville, Indiana, R.R. #9, Jennnings Lane.

Pfizer Buys Greensboro Firm

Chas. Pfizer & Company of New York has acquired the Morton-Withers Chemical Company, Greensboro.

Morton-Withers, founded in Greensboro in 1931 as the Textile Chemical Products Company, produces vinyl plasticizers, components for synthetic lubricants for jet engines, synthetic petroleum sulfonates used as lubricating oil additives and detergents and polyester resins.

John E. McKeen, president of the 108-year-old Pfizer Company, said "we are particularly enthusiastic about the opportunities which the Morton-Withers facilities will open up for our growing company."

Ex-Tar Heel Honored

Virginia's 1957 "Pharmacist of the Year" —George Frank Hendley of Richmond—was born in 1893 on a farm near Wadesboro, North Carolina

Research Foundation Progress Note

In ten years the North Carolina Pharmaceutical Research Foundation has received $187,000 in contributions and has earned $24,500 in interest on its investments.

During this same 10-year period, The Foundation has disbursed $58,000 to the University of North Carolina, and for operating expenses, has spent $8,000.

Net worth of The Foundation, as reported at the 11th annual meeting, was $145,500 ($122,500 in endowment funds and $23,000 in expendable funds).

Geer Holiday Show Winners

The two top Geer holiday show awards given away by the Geer Drug Company, Spartanburg, were won by North Carolina pharmacies: 1st prize (choice of $500 mink coat, $595 phonograph console, etc) went to Adkinson Drug Store, Avondale.

The Fletcher Pharmacy, Fletcher, N. C., had choice of a $325 radio-phonograph console or a $229 room air conditioner.

Other prize winners included Houser Drug Company, Cherryville; Paul Webb & Son, Shelby; Lutz Drug, Hickory; Mills Drug, Cliffside; Pike's Drug, Concord; Streetman Drug, Marion; and Whiteley's Pharmacy, Morganton.

Lord's Drug, Asheville; Spindale Drug, Spindale; Brandon's Pharmacy, Hildebran; Caldwell's Drug, Gastonia; Smith Drug, Forest City; Shigley's Drug, Asheville; Lawing-Keziah, Lincolnton; and Forest City Pharmacy, Forest City.

Rollins Stationed in Georgia

Pvt. E-2 Stuart W. Rollins, US53292163, USA Hospital (Pharmacy), Hospital Detachment, Fort McPherson, Georgia, after basic training at Fort Benning and Fort Sam Houston, has a permanent pharmacy assignment in the Medical Department.

In the near future, Stuart plans to do some part-time relief work at a College Park, Georgia pharmacy. He has applied for reciprocity of his license.

Other Military Assignments

Wayne Polk as a pharmacist to a military base in Arlington,Virginia.

Berryhill's
Stylemaster Streamline Drug Store Fixtures

Free Designing and Planning Service

Stanley Knight
Soda Fountain and Luncheonette Equipment

We Specialize in the complete installation of Drug Stores

If You Are Planning to Build a New Drug Store or Remodel—Write Us Today —Get Our Price Before You Buy—

Berryhill Fountain Sales Co.

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Charlotte 9, N. C.

North Carolina Rx Price Survey

Rx 1
Elixir Phenobarbital f. oz. ii
Elix. B-G Phos qs ad f. oz. viii

Rx 2
Calcidin Tab., 1 gr. #iv
Sig: 1 q. hr. for croup.

Rx 3
Miltown, 400 mg., #50
encapsulate
Sig: 1 cap qid

Rx 4
Mysteclin, 250 mg. Caps., #12

	Rx 1	Rx 2	Rx 3	Rx 4
Brevard	$2.50	.75	$5.50	$7.20
Monroe	2.25	.50	6.00	6.00
Albemarle	2.25	.50	6.00	6.00
Clinton	1.50	.30	5.25	6.00
Mount Airy	2.50	.50	7.25	6.75
Goldsboro	1.75	.50	5.50	6.75
Burlington	2.25	.50	-	7.25
Elkin	2.00	.50	6.90	7.00
Durham	2.75	.50	7.00	7.20
Canton	1.90	.25	7.50	6.00
Lumberton	2.00	.50	7.00	6.00
Raleigh	2.50	.50	6.00	6.60
Kannapolis	2.25	.35	6.25	6.60
Kinston	2.50	.50	6.00	6.60
New Bern	2.00	.50	7.25	7.20
Dunn	1.75	.50	7.50	6.00

Get **CAPUDINE** *From Your Druggist*

Capudine advertisements have been emphasizing this for over 50 years—always promoting the sale of Capudine only through Drug Stores.

We take this opportunity to thank the Druggists of North Carolina for their co-operation in the sale of millions of bottles of Capudine during the past half century, without a complaint from a consumer.

"A Good Product Consistently Advertised"

CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

WEIGHT WATCHERS

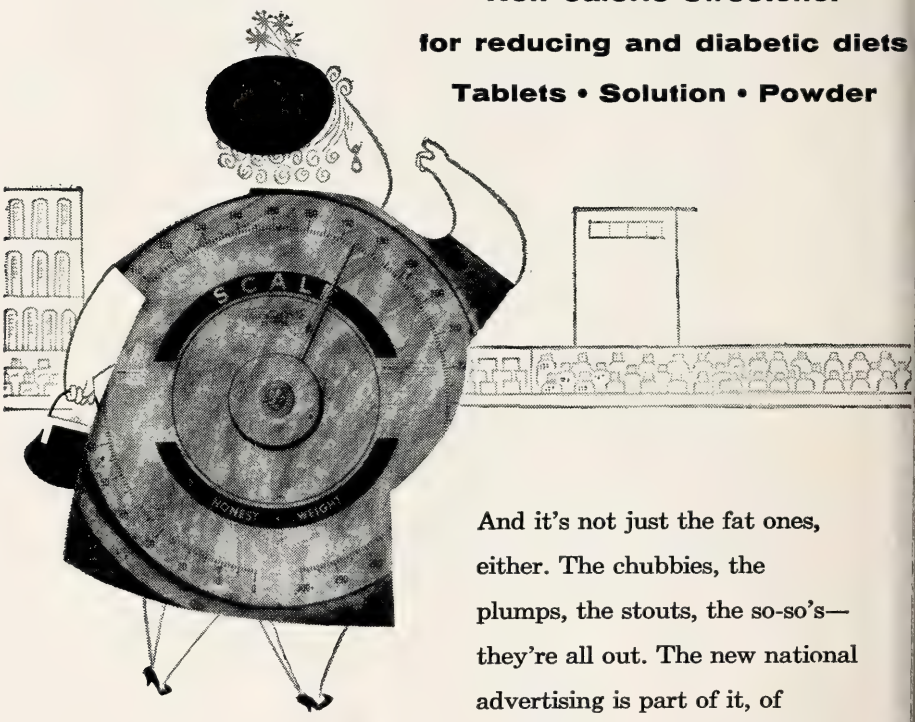
ARE OUT LOOKING

FOR Sucaryl®

Non-caloric sweetener

for reducing and diabetic diets

Tablets • Solution • Powder



And it's not just the fat ones, either. The chubbies, the plumps, the stouts, the so-so's—they're all out. The new national advertising is part of it, of course. But it all goes back to the product itself: *A non-caloric sweetener which actually and absolutely cannot be told from sugar in its normal use.* It's as simple as that.

Abbott

TAR HEEL DIGEST

- Reidsville pharmacist Robert A. Coleman is now stationed at Fort Sam Houston, Texas, as a member of the 47th Field Hospital. His address: 211 East Carson Street, San Antonio, Texas.
- Renus E. Rich, Jr. has joined the pharmacy staff of Tainter's Drug Store, Marion. Since graduating from the UNC School of Pharmacy in June, Mr. Rich has been employed by Turnmyre's Drug Store, Mount Airy.
- Major David Hood (UNC Pharmacy, Class of 1942), son of Pharmacist and Mrs. Paul C. Hood of Dunn, is now stationed in Germany.
- Joseph McCall Tate, 120 East Sharpe Street, Statesville, now an employee of Purcell's Drug Store, has been licensed as a pharmacist thru reciprocity from the District of Columbia.
- Logan Stimson & Son, Statesville, has shifted from 215 South Center Street to 123 West Front Street. The pharmacy is operated by J. H. Stimson.
- As an indication of the pharmacist's training in chemistry, John A. McNeill of Whiteville used the topic: "Proper Preparation of Lime Water for Making Pickles" in a recent radio address over Station WENC. Later, the 15-minute program was broadcast by WTAB, Tabor City.
- John Hood, Jr. of Kinston was in Chapel Hill, August 24-25, for a quarterly meeting of JC officers.
- Donald J. Raper of the H. L. Hicks Drug Company is scheduled to talk to the Rocky Mount Optimist Club on September 24.
- Paul Bissette, Jr. has been active in the pharmacy recruitment program in and around Wilson. As a result of advertisements sponsored by the Bissette stores, a number of prospective pharmacy students wrote for information. Paul sent out personal letters to the prospects and arranged for UNC Pharmacy School catalogues to be mailed from Chapel Hill.

  This type of program will have to be expanded once the new 500-student pharmacy building is ready for occupancy.
- Mr. and Mrs. Rudy Hardy and family of Concord (Cabarrus Memorial Hospital Pharmacy) have moved to Chapel Hill, where Rudy will do graduate work during the coming year.
- James W. (Jim) Harrison of Asheville, newly returned to the city from vacation trip to Atlanta. With a special interest in Civil War campaigns and battles, Jim refreshes himself by visiting the actual scenes; had he been around in the 60's, the final outcome might have been different.
- Jean Bush Provo of Raleigh is working on plans for a reunion of the UNC Pharmacy Class of '38; hopes to get the Class together at the next (April, 1958) NCPA Convention.
- Taylorsville's Rowe Campbell spotlights his weekly advertising layouts with some personalized messages under the heading, "Camelgram." Rowe avoids canned foreign messages; writes all the copy himself.
- Rupert Cox will do relief work for the next six to eight months, working out of Raleigh, with nearby pharmacies being given preference.
- Name change: Nicholson Pharmacy, Inc., Murfreesboro, to Murfreesboro Pharmacy, Inc.
- M. T. Wagner, Jr., with the U. S. Public Health Service in Philadelphia and Manhasset, New York for the past three years, returns to the state as a staff pharmacist with the Duke Hospital Pharmacy, Durham.

For Many Years

We Have Advertised

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Phone 3171

Class IV Registrants & the Oral Narcotic Law

A North Carolina doctor, inquiring relative to the application of the Federal Oral Narcotic prescription procedure to a particular case where a narcotic compound was sought to be obtained from a hospital registered only in Class IV under the Federal Narcotic Law, received the following reply:

"The Federal Oral Narcotic prescription procedure was designed to permit an oral prescription, i.e., a prescription telephoned to a qualified retail dealer by a qualified practitioner for certain narcotic drugs and compound considered to have little or no addiction liability. The arrangement was, of course, subject to the application of the State Narcotic Law and conveyed no authority to issue or fill an oral prescription that might be in contravention of the State Narcotic Law.

"The qualified retail dealer who was thus authorized to fill an oral prescription would be a person or firm duly registered in Class III under the Federal Narcotic Law, this being the normal registration classification of the retail druggist. Consequently, the hospital which is registered only in Class IV is not authorized to fill an oral or telephoned prescription for a narcotic drug or a compound of a narcotic drug."

Theft of Narcotics—Order Forms

All registrants are required to notify the Bureau of Narcotics, Baltimore 2, Maryland, as to the loss (whether by theft or otherwise) of narcotic drugs as well as Opium Order Forms.

They are also required to report each loss when by theft to the local police authorities. When notifying the Bureau of Narcotics, a statement should be included that the local police authorities have been likewise informed of the matter.

Irwin I. Greenfeld is District No. 5 Supervisor of the Bureau of Narcotics, Baltimore.

Winners at Justice Gift Show

North Carolina's first hotel holiday gift show, sponsored by Justice Drug Company in Greensboro on August 11-13, attracted several hundred buyers to the city.

A number of valuable prizes were given away. Here are the winners:

Grand prize—Mr. C. R. Edwards, Albemarle Drug Company, Albemarle, N. C.; Kelvinator 3/4 ton Air Conditioning Unit.

Second prize—Mr. H. O. Benson, Graham Drug Company, Graham, N. C.; General Electric Portable Television Set.

Third prize—Mr. W. I. Jenkins, Biscoe Drug Store, Biscoe, N. C.; Maxmillian Luggage.

Fourth prize—Mr. E. R. Anderson, Jr., Anderson Drug Co., High Point, N. C.; Sylvania Table Model Radio.

Fifth prize—Mr. Furman Wilson, Thomasville Drug Co., Thomasville, N. C.; Eastman Duaflex Camera Outfit.

NOW OPEN TO A PHARMACIST—PART OWNERSHIP OF A WELL ESTABLISHED DRUG FIRM. CALL RALPH J. SYKES (TEL. 6184), SYKES REXALL DRUG COMPANY, GREENSBORO, NORTH CAROLINA FOR FURTHER INFORMATION.

EVERY CUSTOMER

is your opportunity to make MORE profit . . .

WHEN

you show and sell them the ECONOMY size!

50 POWDERS

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STANBACK

and ONLY Stanback offers you this size package for...

MORE PROFIT

Committee Report on MD-Owned Pharmacies

One year ago, at the last annual meeting of this association, you heard the first report of this committee. You may recall that in that first report the committee expressed the opinion that an amicable solution to the problem of physician-owned pharmacies would demand a vast amount of time, would be a severe test of our patience, and would require the help and cooperation of all pharmacists. We are inclined to believe that this prediction was an understatement.

As chairman of your committee, I am the first to admit that so far as formulating a workable plan for combatting this type of competition is concerned, your committee has accomplished little or nothing during the past year. However, I hasten to declare that this committee can never achieve its purpose until there is a realization and an acceptance of the fact that a problem really does exist in connection with doctor-ownership of pharmacies. Most of us are prone to feel that if there is a problem, it must be in some far-away, remote locality and that it just can never happen in our own communities. We simply cannot force ourselves to become alarmed until we are adversely affected individually. If there is in our midst any volunteer in the Ground Observer Corp, he can appreciate and understand the point I'm trying to make. Sufficient volunteers to man the observation towers are almost impossible to obtain. Indeed, some units have been forced to disband because of inadequate personnel. But I'd be willing to wager that should we be fortunate enough to survive an initial enemy air attack—each and every Civil Defense Unit would be over-run with eager free-will workers. When our own particular toes are trampled upon, we give up the idea of "let Johnny do it," and plunge readily into the task at hand. Yet oft'times the irreparable damage has already been done.

Let me read you an article from the March 25, 1957 issue of *American Druggist:*

"A Missouri druggist, who recently became a casualty to the invasion of the drug business by clinic-owning physicians, warns fellow pharmacists that now is the time to join in a "fight for survival"—if pharmacists are to be spared the fate of being "relegated to the position of technicians." Speaking for himself and his former partner, the Missouri pharmacist told **American Druggist** that, like many other druggists, his partner and himself had read reports of pharmacists being put out of business by clinic-pharmacy operations But, he says that "we, too, thought it was happening to a relatively few pharmacists—until it happened to us."

After notifying him to vacate the premises at the expiration of the store's lease, he reports, "the clinic offered to buy us out at **their** price. We had no alternative as the fixtures were custombuilt to the specifications of the particular store and were not suitable for use in other locations. The pharmacy now is operated as part of the physician-owned clinic which occupies the same building. The building itself is owned and operated by a corporation owned by the clinic."

It is apparent, therefore, that the greatest benefit that this committee can render at this time will be to focus attention on the general trend in the direction of physician-ownership of pharmacies; and to cite, in particular, the situation as it exists here in our own State—Perhaps by so doing, we can alert enough of you—the pharmacists of North Carolina—to adopt an awareness of what can happen and to realize that our individual communities are neither immune nor remote.

A review of published data taken from the November 5, 1956 issue of *American Druggist* reveals that in their annual survey there was an increase of 11% in 1956 in the number of MD-owned clinic pharmacies. A state by state count shows that North Carolina was supposed to have had 3 doctor-owned clinic pharmacies in 1953-1954-1955 and 4 in 1956. As of this writing, there are in operation in North Carolina 51 retail drug businesses in which physicians own all

(Continued on page 399)

$100 PROFIT-MAKING IDEA #6

Miles Salutes
MRS. FRANK DESSEL, Jr.

San Marino Pharmacy, 2575 Mission St., San Marino, California

"We give our clerks a stimulus for greater sales by offering a cash bonus for each month the total store sales increase 10% over the previous year. So they can follow their progress, we have a graph on the wall with a red line indicating each day's sales goal. Then, every day we draw in a bar showing whether sales were above or below the red line. As the daily average approaches the goal, the clerks can see their efforts are worthwhile. The success of this plan has been proven by our sales records."

$50.00 to Mr. Robert Moir, Wholesale Salesman who services San Marino Pharmacy for Brunswig Drug Company, Los Angeles, California.

SEND IN YOUR "PROFIT-MAKING IDEA". If published by us, we'll pay you $100.00 and an extra $50.00 to your wholesale salesman. Be sure to include his name and company with your "idea". All "ideas" sent in become the property of Miles Laboratories, Inc. to be used as it sees fit.

MAIL ALL "IDEAS" TO:
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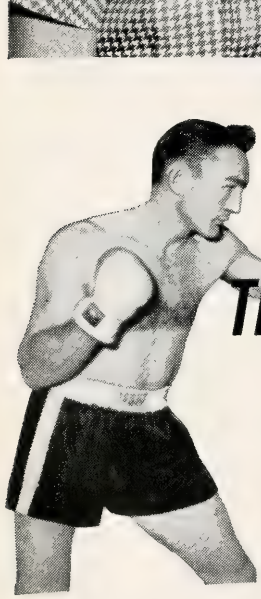


Punching Up Sales For

ALKA-SELTZER® BRAND

The Wednesday Night Fights

ABC-TV (10:00-11:00 PM EDT)

CASH IN WITH A BIG DISPLAY!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggist for more than 70 years

M.D. OWNED PHARMACIES

or a part of the enterprise. While this committee does not have as its intent, nor its desire to deal with particular cases or in personalities, the fact that there **are** 51 such organizations is known. We do not know just how many more may be involved, but are reasonably sure that more exist. To illustrate, the physician may have stock issued in the name of his wife, or his child, or use his own name, but without the customary indication that he is a practicing MD. Of course, percentage-rental of drug store space from a physician or a group of physicians constitutes another phase of partnership and is one sphere in which we have no knowledge as to the number prevailing.

It might be enlightening to you to know the break-down as to the type ownership of the 51 North Carolina stores (Let me say here that the committee has no knowledge as to what individual pharmacist, what particular physician, what specific stores, nor even what towns are included in this data. That information was neither sought, nor desired in compiling this report.)

Physician-Dentist owned clinic pharmacy	1
Physician-Owned retail pharmacy (MD sole owner)	4
Physician-Pharmacist (MD owning more than 50%) Pharmacy	11
Physician-Pharmacist Pharmacy (50-50)	6
Physician-Non Pharmacist Pharmacy (MD over 50%)	6
Physician-Non Pharmacist Pharmacy (MD less than 50%)	11
Physician-Non Pharmacist Pharmacy (50-50)	5
Pharmacist-Dentist Pharmacy (50-50)	1
Physician-Pharmacist (MD owning less than 50%)	6

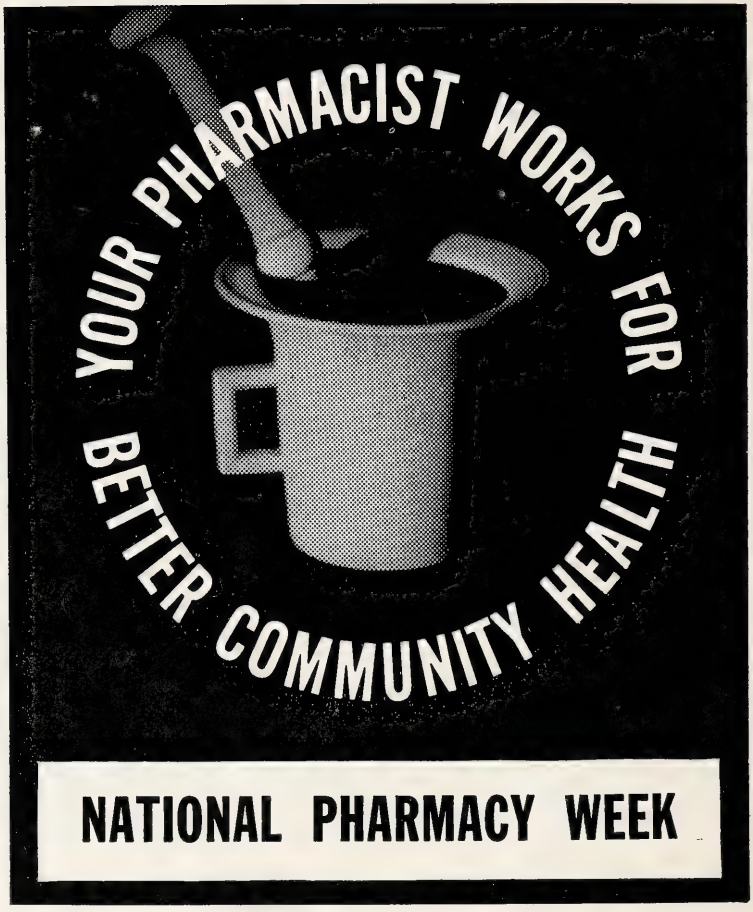
Simultaneously with the acceptance that we do have reason for concern, we must realize also that we are dealing with a delicate problem. One of the very basic principles upon which our country was founded—that of free enterprise—makes it perfectly legal and acceptable for any man to invest his earning in anything he *desires.* Most of us are looking for good sound investments. The upward surge in the number of investors in the stock market is indicative of the fact that most of us don't like to put "all our eggs in one basket." While it is quite true that we as investors in the stock market cannot exercise the same control over the succeess or failure of the parent company that a physician can over the well-being of a drug store in which he is financially interested, I'm sure we would execute that control if we could. We must respect the right of any man to protect his investment, even though we don't approve of the particular investment he has chosen.

During the past 10 years, we have seen the birth of huge shopping centers designed as a source of convenience for the shopper as well as a means of alleviating the problem of traffic and parking in downtown areas. Along with the movement of business establishments to the shopping center, we have witnessed physicians moving to their own residential type offices, or to clinic medical centers—and the trend is sure and inevitable toward group or clinic practice of medicine. A look at any progressive city in North Carolina will illustrate that we must get used to that idea.

The temptation for more groups to offer **one-stop service** for all medical requirements and drugs needs will become greater as the group practice of medicine progresses; particularly if similar operations in other areas have been financially successful.

Much discussion has been offered as to the possible effect the uncertainty of the A.M.A. code of ethics might have on our problem. At the June 1956 convention of the A.M.A., there was presented to the House of Delegates a proposed condensation of the present principle of Medical Ethics. This revision was held over last June for further consideration at the meeting of the House of Delegates in November 1956. At that meeting, there was a general agreement on all but two of the 10 sections. These two were Sections 6 and 7, and they aroused considerable discussion because of their far-reaching implications.

(Continued on page 401)



OCTOBER 6 - 12

Watch your local newspaper for this illustration. To be individually sponsored or will appear over name of local and sectional drug organizations.

M.D. OWNED PHARMACIES

Section 6 reads "A physician should not dispose of his services under terms or conditions which will interfere with or impair the free and complete exercise of his independent medical judgment and skill or cause deterioration of the quality of medical care."

Section 7 reads as follow, "In the practice of Medicine, a physician should limit the source of his professional income to medical services actually rendered by him to his patient."

With reference, however, to the proposed Section 7 at a joint conference or representatives from the American Medical Association, the American Pharmaceutical Association, and the National Association of Retail Druggists in December 1956, the A.M.A. members pointed out that the council on constitution and by-laws which recommended the adoption of the revised code to the House of Delegates did not intend to repeal or modify in any way the existing A.M.A. principle that a physician can supply drugs and drugs accessories "as long as there is no exploitation of the patient." The revised section was meant to refer to fee-splitting and not to the physician-pharmacy relationship. The next action of the A.M.A. on its code of ethics is scheduled for next month at their annual meeting.

Frankly, the committee questions seriously whether or not even a reversal of the current stand on physician ownership of pharmacies would help to solve our problem. Nor do we feel that very much can be accomplished by any action on a national level. We feel that this is a problem of concern and interest on a local level and must be combatted as such. We urge all phases of pharmacy to use all the means available to instruct not only the medical profession, but the public at large that pharmacy is also a profession and an honorable one. We feel that local drug clubs which make themselves just as active and just as important as local medical societies, can accomplish more than any "big stick" tactics.

We have but to ponder a single moment to see that even in the un-healthy condition of doctor-owned drug stores, there must be co-operation between at least one member of each profession in order for the business to survive and succeed.

Each profession is obligated to respect and honor the calling of the other. When, and only when, each group get its own house in order and understands the problems of the other will we ever approach a solution to our differences. Then from strong local drug clubs and local medical societies can come grievance committees who can seat themselves at the conference table and there at the very "scene of the conflict"—through mutual aims and desires—and for a common cause seek an answer to the problem at the "grass-root" level. There can they find the solution, solace and perhaps wisdom in the simple words of a simple poem:

No man attains success alone
No matter what his field of endeavor,
To conquer and control the pit falls of life.
Each needs the help of the other.

Lest we be tempted to criticize
And to call our brother a fool,
Consider his ability in his chosen work,
And live by the golden rule.

Should we not strive to realize
As each one toils at his chores
Brother, we need *you* in *our* work
And *you* need *us* in yours.

Respectfully submitted,

Sam H. Price, Jr.
Mooresville, N. C.

C. D. Blanton, Jr.
Kings Mountain, N. C.

Rudy Hardy
Concord, N. C.

V. V. Secrest, Jr.
Monroe, N. C.

Edwin R. Fuller, Chairman
Salisbury, N. C.

- British physicians are now joining vigorously in the general scramble for higher pay. Pointing out that they have had no increase since 1951, the nation's 60,000 doctors ask for a 24% increase and threaten to withdraw from the state-run health service unless it is forthcoming.
- Sign in patrol headquarters: "A drunken driver needs a cop for a chaser."
- What you don't know won't hurt you, but it may make you act pretty stupid.—Banking.

Fills Millionth Rx

Goldsboro Drug Co. Passes Milestone

Pharmacists B. R. Ward, a past president of the NCPA, and Kenneth Wiggins of the Goldsboro Drug Company filled prescription #1,000,000 on July 16.

Actually, the pharmacy had a far greater total to its credit. Established in 1870 by the late Dr. John F. Miller, all records were destroyed in a fire in 1905. The current prescription records date back to 1905, when prescription number one was filled, and not to 1870.

The millionth prescription was filled for Don Bennett, who in addition to getting his prescription without cost, also received a $100 U. S. Savings Bond.

When told he was the winner, Bennett remarked: "You mean I hit it lucky. It's the first time I have ever been lucky in my life."

As consolation prize for Rx 1,000,001, a customer from Pikesville received a box of candy.

Prior to filling its millionth prescription, the store conducted a daily contest in which customers registered for a daily cash prize of $5.00. During this same period, $25 was offered to the customer bringing in the oldest prescription number.

Present manager of the Goldsboro Drug Company is B. R. Ward, a native of Fairmont and a graduate of the School of Pharmacy, University of North Carolina.

Mr. Ward is assisted by Kenneth Wiggins, also a UNC pharmacy graduate.

It is interesting to note Goldsboro's first telephone office was located in the building occupied by the drug store, and the store's manager, Charles B. Miller, also acted as supervisor of the telephone company. The drug store was assigned telephone number one and today maintains that number.

Top: Don Bennett (center) is presented $100 War Bond by B. R. Ward after he was named Winner of the Award for bringing in Rx 1,000,000 to the Goldsboro Drug Company. Pharmacist Kenneth Wiggins presents Rx to Bennett.

Center: Goldsboro Drug Company employees Mrs. James Dudley, Mrs. Miriam Hines, Mary Reddick, Joyce Brock and Raymond Yelverton watch the presentation ceremony.

Botton: Mayor Scott B. Berkeley, acting on behalf of Lederle Laboratories, presents Plaque to Ward signifying the firm had filled one million prescriptions.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Inspiration Comes From Drug Store

By VIRGINIA BIGGERSTAFF
in The Forest City Courier

Many people ascribe their careers to the inspiration of parent, or teacher, but at least seven young people in Cliffside say that a drug store had an important influence in their lives.

And, of course the druggist, Dr. J. C. Mills, and his wife, played a major part, too.

No one seems to know whether these young people had medical inclinations when they went to work at Mills Drug store, or whether they acquired them after they stayed at the drug store a while. At any rate, they've had five former "soda jerks" who hold degrees in pharmacy and three girls who are registered nurses.

Another, Jimmy Cannon, will soon graduate in pharmacy.

Already holding degrees are Donald Tate of Winter Haven, Florida; Reginald Harris, who is also a physician and is now resident physician at Gardner-Webb clinic; Larry Harris, owner and manager of Harris Drug Co. in Blowing Rock; Carl Jolly, part-owner and pharmacist at Lawndale Drug Co.

And, of course, Dr. Mills' son, John E. Mills, followed in his father's footsteps, and is now a pharmacist back where he had his first job—in the drug store.

A loyal alumni of UNC, Dr. Mills is happy because all of these boys are also graduates of that university. They graduated from Cliffside High School before entering UNC.

The former Grace Watkins, now Mrs. James Cannon, and wife of a Presbyterian minister, is a registered nurse, and was formerly with the Charlotte Eye, Ear and Throat Hospital.

Hazel Harrill is a registered nurse at Hendersonville and Barbara Campbell, another R.N., is working for Dr. Franklin in Charlotte. They all graduated from Cliffside High, too.

In addition to these young people, several other former employees of the drug store are college graduates and have jobs as school teachers, secretaries and assistants to pharmacists.

The drug store, it seems, has more to offer than pills, powder and popsicles—it provides ambition for a successful career.

℞ BOXES AND LABELS

E. N. ROWELL CO. INC.
BATAVIA, N. Y.

Representative
M. C. GRIER
1110 Ann Street
Monroe, North Carolina
Telephone 1353-L

P. A. Returns Home

Following major surgery and a month's stay at Cone Hospital, Greensboro, P. A. Hayes has returned home where he is recuperating nicely.

Mr. Hayes is president of the Justice Drug Company. Well-liked throughout the state, his many friends had filled his hospital room with flowers when we paid a brief call on September 3.

Busy Summer

Relief pharmacist George Smith of Chapel Hill has had a busy summer; from one to four weeks in each of the following towns—West Jefferson, Dobson, China Grove, Ranseur and Southport.

Mr. Smith will soon leave for Nebraska where he owns a large sugar beet farm.

Study Pharmacy in Virginia

As reported in the latest proceedings of the Virginia Pharmaceutical Association, North Carolina has a number of students enrolled in the School of Pharmacy, Medical College of Virginia: J. Carrol Brookshire of Lenoir; Roger Dunne of Winston-Salem; H. L. Gattis, Jr. of Raleigh; Mabel Harbour of Dobson; Robert K. Marks of Greensboro; Olive Morrill of Falkland; Joe Myers of Clayton; Patsy Page of Marietta; Katherine Pope of Greenville; Tommy Temple of Zebulon; Jack Weaver of Raleigh and Evelyn Williford of Angier.

Attend Savannah Meeting

Dean E. A. Brecht and Secretary H. C. McAllister of Chapel Hill and W. Moss Salley, Jr. of Asheville represented the School of Pharmacy and the Board of Pharmacy at a third district meeting of the National Association of Boards of Pharmacy and the American Association of Colleges of Pharmacy held in Savannah, Georgia, August 24-25.

Mr. McAllister discussed the North Carolina Apprenticeship Training Program, while Dean Brecht was a moderator of a panel discussion on the 5-year curriculum that will go into effect in 1960 at all pharmacy schools in the United States.

Subject of Mr. Salley's talk was: "Changes Expected from the 5-year Curriculum—Retail Point of View."

Obscene Magazines

The September issue of **Better Homes and Gardens** presents an article on an important theme. It's called "Newsstand Filth: A National Disgrace!" and discusses the problem of obscene magazines.

Many pharmacists are screening their newsstands, removing objectionable magazines. In a number of instances, pharmacists in the state have been publicly commended for taking positive steps to see that the type magazines placed on sale are in keeping with the highest standards of pharmacy.

YOU! ARE INVITED TO

GEER'S DISPLAY ROOM

IT'S PACKED FULL — THE BEST SELECTION

of

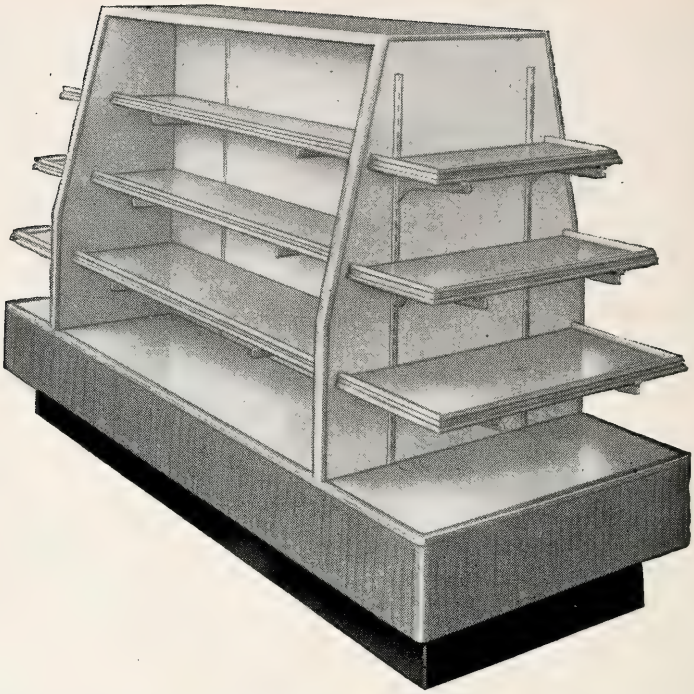
Gifts - Holiday - Staple

MERCHANDISE

Open after hours by appointment

The Geer Drug Company

846 W. Main St. Spartanburg, S. C.



GK-2846 CENTER AISLE GONDOLA

Ideal for self-service displays on all four sides. Can be used effectively narrow stores where all around traffic aisles are desired. Companion units a available to suit your particular needs. Mail coupon for complete new fr catalog just off press.

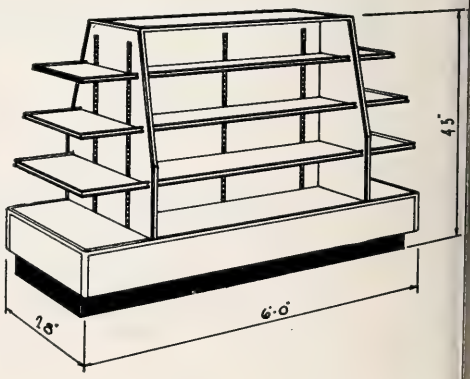
Send Catalog ☐
Send Sales Engineer ☐
Send Layout Sketches ☐

Name.....

Address.....

City.....

State.....



GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGIN

A Small Package For the Home

A small non-toxic fire extinguisher will be sold to the public for the first time on a premium basis as a special feature of Johnson & Johnson's "Emergencies Don't Wait Week" campaign this year.

Recent surveys of consumer purchasing have indicated a substantial increase in the demand for small home fire extinguishers. Mr. Ken Burke, President of Lenk Manufacturing Co., Franklin, Kentucky, manufacturers of the extinguisher featured, says, 'Emergencies Don't Wait Week' has, I think, been directly responsible for part of the increase by arousing the public to the importance of such a safety device in every home."

The extinguisher featured on all Johnson & Johnson display stands during "Emergencies Don't Wait Week" is a $2.49 value offered for only $1. Tear-off order blanks on the display stand direct the purchaser to send orders to P. O. Box 4C, Mt. Vernon 10, New York. Orders placed at the special $1 price during the week of the campaign, September 21 to 28, will be delivered postage free.

The small extinguisher has many features that make it ideal for home use. It contains ten ounces of a non-toxic, non-poisonous liquid called genetron and is distinct from most other small extinguishers in that it may be used again and again, as long as the contents last. There is enough liquid to put out one large fire or a hundred little ones. It will douse a waste basket fire in in from six to eight seconds and a gasoline fire in an eight-inch wash basin in as short a time.

Packaged in a new type, easy to use aerosol can, in an attractive gold color, the extinguisher fits neatly on a shelf with other common household products.

CPA President C. D. Blanton (right) of Kings Mountain here discusses "Emergencies Don't Wait Week" with Donald S. Charles, Charlotte Fire Chief and upcoming President of the National Association of Fire Chiefs. Standing: Charles L. Moseley, J & J Territory Manager, Charlotte.

Statement by Governor Luther H. Hodges

North Carolina will observe "Emergencies Don't Wait Week" September 21-27.

This seven-year-old observance calls attention to home accidents and urges our citizens to replenish medicine cabinets with First-Aid supplies.

Each year more than five million Americans of all ages are killed or severely injured by accidents in the home. Falls, fire burns, poison, poisonous gas and firearms are the major culprits. In many instances effective First-Aid can prevent minor emergencies from developing into major ones.

In recognition of the fact that these emergencies do not wait for the home to be prepared to meet them, I am hereby designating the week of September 21, 1957 as

EMERGENCIES DON'T WAIT WEEK IN NORTH CAROLINA

and urge all citizens to take note of the importance of prompt handling of First-Aid needs.

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Random Comments

By W. J. Smith

- Progress: Malaria is a vanishing disease: Of the hundreds of thousands of veterans who contracted malaria overseas during World War II and the Korean Conflict, almost none now require treatment by VA for the disease. During the first three months of 1957, only nine cases of malaria were treated in VA's 173 hospitals and 101 outpatient clinics.

- This will be news to Frank Errigo. In one of his vitamin-selling clinics he has been putting on for drugs store sales persons under the sponsorship of Parke, Davis & Company, he so stimulated the selling impulses of one group of employees they returned to a certain pharmacy and promptly sold $1,500 of Rexall vitamin products.

- 102-year-old man, when asked to what he attributed his long life: "Just simple takin' advantage of the Lord's blessings. He gives us the night to sleep in and the day to rest in."

- Customer to pharmacist: "Do you have anything that's good for mosquito bites on top of poison ivy over sunburn?"

We merely mention, not recommend, a 1756 page, 8 pound king-size book just brought out by a British publisher: India at a Glance.

There are nearly 200 apprentice pharmacists at work in the state.

Certain anti-stamp pharmacist says his wife, when in ill humor, threatens to buy his casket in Greensboro, where a funeral home offers trading stamps to customers.

An ancient Egyptian, strolling along the banks of the Nile observed the sacred bird, the ibis, apparently using his long bill to apply the river's soothing waters to his ruffled tail feathers.

This observation, so the legend goes, led to the invention of the enema, even though the Egyptian perception was not too acute. Subsequent scientific investigation has determined that the ibis was actually extracting oil from its uropygial gland, the better to preen its feathers.

Despite this analytical error, the Egyptians were among the first peoples of the world to recognize the therapeutic efficacy of the enema. Directions for its use are recorded in a papyrus dating back to about 2,500 B.C.

- Before and after sales records of some of our leading pharmaceutical houses (the first figure represents 1939 sales, the second those of 1956):

Abbott Laboratories, $11,485,000 vs. $96,800,000; Merck & Co.-Sharpe & Dohme, $20,061,000 vs. $172,400,000; Parke, Davis & Co., $32,809,000 vs. $134,100,000; Charles Pfizer Co., $6,190,000 vs. $178,000,000; Schering Corp., $1,967,000 vs. $54,600,000; G. D. Searle & Co., $1,708,000 vs. $28,200,000; Smith, Kline & French Laboratories, $9,000,000 vs. $104,600,000. Eli Lilly & Co., which first became publicly owned in 1945, had sales of $71,500,000 that year. In 1956, they were $181,500,000.

Currently, antibiotics account for nearly half of the sales, followed by tranquilizers, hypnotics, sedatives, etc.; vitamins and hematinics, hormones and biologicals.

- Dr. Thodore G. Klumpp, president of Wintrop Laboratories, says: "The trend of the times has given the pharmacists of America a unique opportunity to assume this role (a consultant on drugs to the medical profession) and thus make themselves of even greater value and service as members of the health team. But this will only come to pass if physicians throughout the country discover that pharmacists are drug experts, know their drugs, and know what they are talking about."

- Local car dealer offers credit of $5 on Elvis Presley records (up to 10 records accepted) on purchase of "any car on the lot." After sale, parents are encouraged to apply hammer to the records.

everyone goes for

Pine State MILK

ICE CREAM

PROFIT FROM THIS EXPERIENCE

Pine State

North Carolina's Choice Since 1919

Colgate Issues New FT Contract

In an effort to further aid and promote the cause of Fair Trade in North Carolina the Colgate-Palmolive Company has announced that it was submitting new Fair Trade Contracts to all dealers in the State who retail its toilet article products. The new contracts were effective on August 15th.

In recent years, the tremendous increase in the use of trading stamps has created some confusion in Fair Trade practice. In some states, the use of trading stamps has been held to constitute a price reduction. In others, it has not. In North Carolina the status of trading stamps under the State's Fair Trade Act has not yet been determined. Many dealers have come to view these stamps as an accepted promotion tool while others have rejected their use. By refraining from taking sides in the trading stamp controversy, in which there is such strong division among dealers, the Company believes it is acting in the best interest of dealers and the public.

Colgate-Palmolive's new contracts will now provide all interested retailers in North Carolina with the opportunity to give their customers a bona fide cash discount at the time of sale, either in the form of trading stamps, cash register receipts or other promotional devices. These can be given in connection with the sale of all the company's Fair Traded merchandise and can amount up to 3% of the minmum retail price of the product involved.

Fame

Here is a story contributed by John A. drews of Winston-Salem:

After a recent election, a hopeful but u successful political candidate visited in Forsyth County town.

"Say, mister," one fellow asked, "haven I seen you somewheres?"

"Quite possibly," relied the politicia "my picture was in all the papers."

"I knowed it," said the Forsyth nati then added cautiously, "I don't want to nosey, but what was you cured of?".

The Apprentice Pharmacist

Under the apprenticeship program, as operated by the State Board of Pharmacy, the supervising pharmacist is required to instruct the apprentice working under his supervision.

Some of the topics which the apprentice is required to become familiar and to summarize (in a notebook) instruction received are listed below:

1. Drug Store Routine (Opening, closing, housekeeping, etc.)
2. Layout (Departments, equipment location, control of traffic, etc.)
3. Stock Control (Inventory, reserve, wantbook, etc.)
4. Purchasing (Direct, wholesaler, discounts, deals, etc.)
5. Pricing (Mark-ups, fair trade, codes, sales, etc.)
6. Taxes (Sales, excise, withholding, social security, etc.)
7. Bookkeeping (Credit, overhead, profit, etc.)
8. Personnel Management (Hours, wages, benefits, etc.)
9. Advertising (Displays, radio, TV, Newspapers, etc.)
10. Insurance (Liability, fire, theft, etc.)
11. Prescription Filling Routine (Receiving, filling, labeling, etc.)
12. Legend Drugs (Legal aspects, refills, responsibilities, etc.)
13. Narcotics (Safekeeping, inventory, order, forms, etc.)
14. Poisons (Control, labeling, antidotes, etc.)
15. Biologicals (Storage, date, control, etc.)
16. Prescription Accessories (Syringes, rubber goods, etc.)
17. Licenses (Pharmacist, drug store permit, narcotic, etc.)
18. Special Services (Delivery, unlisted telephones, etc.)
19. Public Relations (Customer, inter- and intra-professional, etc.)

Give Yourself a

PROFIT BREAK

by

selling the

ADVERTISED LINE

Upjohn Presents the Vitamin Story

As an aid to upping your vitamin sales, The Upjohn Company is bringing out a flip-over type card, illustrated sales message under the title: Background in Health. . . . Introducing a few members of the vitamin poor-house.

With an easel back, the cards can be most advantageously placed near the vitamin department, where potential customers have an opportunity to learn if they qualify for the "vitamin poor house."

Or, sales personnel, flipping the cards in 1-2-3 sequences, have a ready-made sales message that could end in a $3 to $10 vitamin sale.

Ask your Upjohn Representative to demonstrate this sales piece. It's practical, profit-producing; well worth the little space necessary to bring it to the attention of your customers.

Piscatorial Department

Tops in this department: Mr. and Mrs. James R. Casteel of Durham, who, on a recent morning, pulled more than 140 fish from a Durham County lake (no seine used) and the Herman O. Thompson family of Chapel Hill, who caught about 80 pounds of "blues" while on a vacation trip to Roanoke Island.

Wide Distribution

Pharmacy students come to the University of North Carolina from a majority of the counties. Last year, 70 of the 100 counties in the state had one or more students enrolled in the UNC Pharmacy School. Wake County was tops with 16 students.

Case Postponed

Trial of three Charlotte drug store operators in an action brought by the State Board of Pharmacy has been put off until September 21. About two hours of testimony was heard by the presiding judge in August.

Burwell & Dunn to Build New Office-Warehouse

The Burwell & Dunn Company division of McKesson & Robbins, Inc., will locate its new 11,000 square foot air-conditioned office building and 41,000 square foot warehouse in Charlotte on the east side of the 1300 block of Hawthorne Lane, just north of Barnhardt Manufacturing Company.

Reuben Russell, division manager, said the over-all investment in building, inventory and equipment will run approximately $750,000.

Burwell & Dunn, located at 203 South College Street for more than 50 years, proposes to sell its present 35,000 square foot building when it occupies its new home.

The new office-warehouse will be constructed by Daniels Construction Company, Greenville, South Carolina. Work will require about 18 weeks.

Dear W. J.:

As you can tell by my address (Korea), I am a good way off from North Carolina now. I am working in the Receiving Section of the hospital, holding "Sick Call," giving emergency treatment, etc. Reading material over here is limited pretty much to detective stories, comic books and the like, so I was wondering if it would be possible to receive the N.C.P.A. Journal. Since I am not and have not been utilized as a pharmacist by the Army I am losing contact with the new drugs, etc. If it is impossible for you to do so, please mail it to my former address—Box 55, Peachland, N. C., and they will be mailed to me from there. If I don't try to keep up a little bit in the 13 months I'll be here, I'll be completely lost when I get home.

I ran into a clasmate (Milton Hidgon) who is stationed at Ascom City, about 40 miles from here, and he is working as a company clerk with the 6th Medical Depot there.

Best regards to all.

Sincerely,
PFC William W. Graham
US 53276407
43rd Surg. Hosp. (MA)
APO 358
San Francisco, California

FOR RENT—Top Drug Store Location

- Located in City Limits of Wilmington, N. C.
- Located in Center of 3 Huge Housing Projects—Serving 10,000 People
- Located in Lake Village—Lake Forest Shopping Center
- Size of Store Approximately 5,500 Square Feet
- Parking Space for Over 400 Cars
- Completely Equipped with All Necessary Fixtures
- Several Large Factories Within Walking Distance.

Apply

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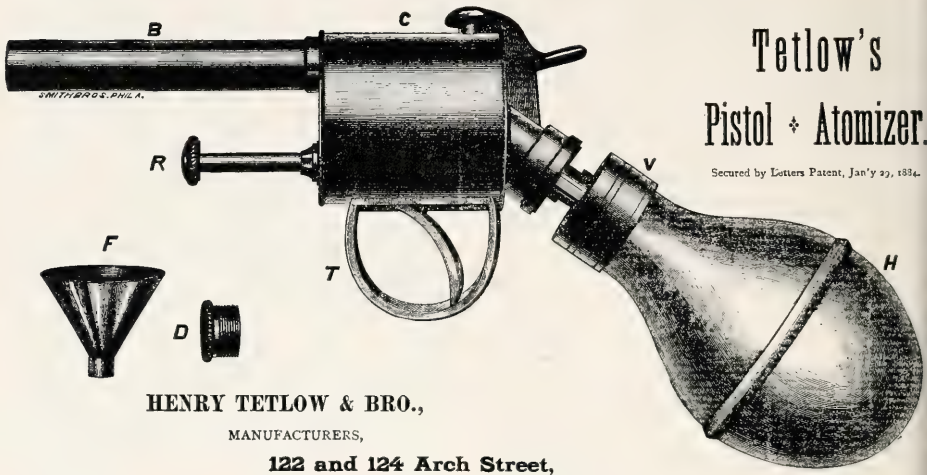
10 SOUTH FRONT STREET
Wilmington, North Carolina



Tetlow's Pistol Atomizer.

Secured by Letters Patent, Jan'y 29, 1884.

HENRY TETLOW & BRO.,

MANUFACTURERS,

122 and 124 Arch Street,

Philadelphia, March 29th, 1884.

DEAR SIR:

We take pleasure in presenting for your consideration the above diagram of our new **Pistol Atomizer.** We consider this the most perfect and complete Atomizer ever offered to the public. It is neat, novel and unique in all its parts, and made of brass, very heavily nickel-plated, and so constructed that it is almost impossible for it to get out of order. It shoots a very fine spray for a considerable distance, and almost continuous, which advantage cannot fail to make it the most popular Atomizer in the market. In your next order of Drugs from the Jobber, we would thank you to include a small order for the above Pistols, which, we are satisfied, will meet with a very ready sale. Price, $9.00 per dozen.

CUT DESCRIBED.

C, Chamber to contain liquid, from which air and liquid tubes pass into the barrel **B,** terminating near the muzzle, which delivers both air and fluid converging to a focal point. The air is forced by compressing the handle **H,** and makes its final exit through **B** in the form of an atomized spray. To fill the Pistol, unscrew **R,** apply the small funnel which accompanies each Atomizer, and pour in the liquid, care being taken not to fill it over half full, screw up the joint tight, and the Atomizer is then ready for use.

The Pistol must not be held down, but elevated, when used; otherwise it will send out a continuous stream instead of atomizing. Yours, truly,

HENRY TETLOW & BRO.

N. B.—The above cut represents the exact size of the Atomizer.

Tetlow's Pistol Atomizer

Instead of clearing out nasal passages, the physician using the 1884 pistol atomizer pictured on the opposite page would probably clear out his office if he attempted to use it today.

Pictured is the grandaddy of the atomizers, which presumably inspired De Valbiss to bring out an effective, yet non-lethal looking instrument.

Imagine what your reaction would be if you woke up some morning with your wife pointing the "pistol atomizer" in the general direction of your forehead, saying, "Dear, I just want to clean out your head."

In case you have any of these atomizers in stock, the inmates of the state penitentiary ask you to call collect. They are concerned over a possible epidemic of Asian influenza and wish to be prepared.

Reproduced from a collection of pharmaceutical papers contributed by H. Bryan Duffy of New Bern and now on exhibit in the lobby of the Institute of Pharmacy.

National Pharmacy Week

A copy of the official announcement about National Pharmacy Week (October 6-12) has been mailed to all North Carolina pharmacies by The American Pharmaceutical Association Committee on Public Relations.

It's late, but not to late to participate in National Pharmacy Week. You'll find numerous suggestions in the folder mailed by the A.Ph.A.

The NCPA has mailed a kit, containing radio and TV scripts, suggested editorial and newspaper ad copy; hints on window displays, etc., to all local and sectional pharmaceutical societies of the state. In addition, the NCPA is getting out a letter to all newspapers of the state informing them of National Pharmacy Week.

Reaco

Reabela Tablets
$8.00 per 1000 $12.00 doz. 100s
Reaco B-Complex with C Tablets
$20.00 Doz. 100s
Reaco A & D Capsules $10.00 Doz. 100s
A. E. P. Tablets $24.00 Doz. 100s
Pyridoxine HCl (B6) 10 mg. Tablets
$2.25 per 100
Pyridoxine HCl (B6) 25 mg. Tablets
$4.50 per 100
Pyridoxine HCl (B6) 50 mg. Tablets
$7.50 per 100
Reavita Capsules $34.80 Doz. 100s
$28.00 per 1000
Neo-Reavita $36.00 Doz. 100s
Reacaps $25.80 Doz. 100s
Rea-Secal $15.00 Doz. 100s

Your cooperation in stocking Reaco Products is appreciated

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WEST DURHAM, NORTH CAROLINA

For seventy-two years

- - - - *since 1885*

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OF DURHAM

Has been producing good printing, and with promptness. Machines and techniques in printing have changed but the inherent quality is maintained.

We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

The SEEMAN PRINTERY
of DURHAM, NORTH CAROLINA

Deaths

W. CURTIS WRIKE

W. Curtis Wrike, age 60, Graham pharmacists and operator of the Wrike Drug Company for the past 35 years, died August 28 folowing a heart attack.

A native of Randolph County, Mr. Wrike was a graduate in pharmacy of the University of North Carolina. He was a veteran of World War I and saw overseas service in France.

Active in the business and religious life of his community, at the time of his death Mr. Wrike was a member of the Alamance County Board of Health.

Surviving are his wife, Mrs. Bertha Turner Wrike; two daughters, both of the home; three sisters and two brothers.

E. H. ARRINGTON

E. H. Arrington, owner-manager of Watson's Pharmacy Company, Southport, died August 30 following a brief illness.

MRS. D. D. HOCUTT

Mrs. D. D. Hocutt, wife of Pharmacist D. D. Hocutt of Henderson, died recently after an extended illness. An organizer of and president of the Lizzie Hancock Pharmaceutical Auxiliary for a number of years, Mrs. Hocutt was exceedingly active in the community life of Henderson and Vance County.

Weddings

MAST-GLASS

Miss Harriette Glass of South Hill, Virginia, and William Herndon Mast, Kenbridge, Va., were married Saturday, September 7th. Mr. Mast is a 1957 graduate of the UNC School of Pharmacy.

STANFORD-NELSON

Miss Joyce Nelson of Chapel Hill was married to William Graves Stanford, also of Chapel Hill, on Saturday, September 14th. Mrs. Stanford is pharmacist at Watts Hospital, Durham.

Births

Martha Jo Hollowell

Mr. and Mrs. Herbert Hollowell of Edenton are announcing the adoption of a daughter, Martha Jo. Little Miss Hollowell was seven weeks old when adopted.

The Soda Fountain—Ambassador or Saboteur

By GEORGE L. SMITH

Drug stores and ice cream are synonomous as bacon and eggs—or apple pie and ice cream. Drug stores can sell volumes of take-home ice cream—many of them do—but today let's confine our thinking to the soda fountain.

Your soda fountain can and should be one of the most important and profitable departments of your store. "Why have a fountain?"—there are many reasons the most important of which are:

1. Traffic. The number of people who pass your store determines your rent, but the number that enter determines your sales and profits. Survey after survey indicates that at leat 40% make purchases at the fountain (most of them their first purchase). The fountain is your best traffic builder, but that is not all.

2. Fountain patrons make purchases in other departments—almost half of them do. So, when 10 customers come to your fountain, you can expect about 5 additional sales for your store. As an example, American Druggist reports that drug stores with fountains had a 47% better increase in prescription business than drug stores that did not provide this service.

3. Fountains help to level out the seasonal nature of store volume, for when prescription sales drop fountain sales rise.

4. Traffic growth potential is great. There will be 40 million more teen-agers ten years from now than we have today and this is the group the fountain attracts. It will help you to establish the buying habits of the next generation to patronize the drug store rather than some other type of retail outlet.

5. The soda fountain enables you to individualize your store—to set it apart from others with a friendly, relaxed atmosphere. It helps change GO BY to BUY.

No one can say that the operation of a soda fountain is without problems—anything worthwhile needs time and attention. The ice cream industry recognizes this situation and has done something about it to help you.

First of all, 1100 fountain operators across the country were interviewed in person and asked about their problems. What percentage of these operators do you think said they had problems in operating their fountains at a profit? A whopping 40% had such a problem and two-thirds of their reasons had to do with fountain help. The other third had problems in profit control, sanitation, promotion and many other reasons.

The next step was to determine how the ice cream people could help, so forums of fountain operators were called together to discuss the subject. First, these men were asked to list their problems and then determine what should be done and who should do it. The roughly 2,000 operators in these many forums decided there were certain problems that were their responsibility, but in three areas the ice cream people could be helpful.

These three areas were: (1) Hiring and training soda fountain personnel, (2) Profit control and (3) Greater promotion of bulk ice cream.

Let's discuss these three areas a bit. First, the matter of personnel—how to hire the right ones—how to train them—supervise them—compensate them—build them to be real assets to the store.

You need someone for your soda fountain —where do you look for recruits? Several methods are used. A.—Ask your present employees to suggest friends or acquaintances they feel would be good prospects. B.—A sign in your window—not just "Fountain Help Wanted," but "Opportunity for

(Continued on page 418)

George L. Smith is vice president in charge of sales & advertising, Southern Dairies, Charlotte.

AMBASSADOR OR SABOTEUR

Pleasant Work, Good Pay, Other Benefits." C.—Classified ads in the newspapers. D.—Employment agencies. E.—The high school principal or heads of civic organizations. The important thing is to get as many recruits as possible so you can select the best one, not just the first one that comes along.

The first question that will be asked, however, is "What type of person do you want and just what is the job?". So—you have to set your own standards. Here are some things to consider: (1) Age limits and physical ability, (2) Is job full time or part time, (3) Male or female help, (4) Past experience requirements, (5) Personal attributes and background. Your ice cream supplier can be helpful in developing the job description with you.

Let's assume you have several applicants for the job. Interview each one, giving plenty of time to get and give all the facts. It is very important to use an application blank and your ice cream salesman has them for your use. Discuss the facts on the application blank with the applicant so you get all the information you need. Describe the job, the hours, the pay and all the other details. Never leave an applicant uncertain about his status—if you don't hire on the spot, tell him when you will make a decision and be sure to notify all applicants whether they are selected or not. This is vital to the "public relations" of your store and you can point out to the unsuccessful ones that they were carefuly considered but another applicant seemed to fit the need a little more closely.

Now you have your new employee—but that is only the beginning. First you should introduce him to the other employees and make his job clear to them. It is up to you —or someone you designate—to train this new employee, not only in the details of the job such as dispensing techniques, formulas, good housekeeping and fountain practices, but in personal attitudes and attitudes toward customers. Training is not just telling once, but involves explanation, showing how and letting the new employee do it himself.

What about the second area of our discussion: Profit Control? First of all, profit control should be a balance between customer satisfaction and profitable operation achieved though unformity of portions, quality and practices. You control profits five ways: (1) Get value for the things you buy, (2) Eliminate food waste and service inefficiency, (3) Price on a sound basis, (4) Operate according to the best practices and (5) Keep constant check on operations. In this area, your ice cream supplier can be helpful in two ways: (1) Working with you to set up a simple inventory control such as the one prepared by the Ice Cream Merchandising Institute and (2) Developing with your recipe and costing, cards for each fountain item. What is **your** cost? Not some average or theoretical figure, but what you have to pay out in hard cash for a slice of bread, a dip of ice cream or a spoonful of topping. By listing the ingredients of each fountain item and carefully costing each ingredient, you **know your** cost and can then determine a proper selling price. These recipe and costing cards should be on file as a guide to new or inexperienced help and will assure consistent quality and profit. Let your ice cream salesman help you set up a profit control system for your store.

The third general area these 2,000 fountain operators found that the ice cream people could help was in the matter of greater promotion of bulk ice cream. In varying degrees, the ice cream companies have been doing this for many years with new flavors, new fountain items and special promotions that bring customers to your store for certain items. We ice cream people have plenty of ideas and products to help you promote increased volume of bulk ice cream and only ask that you let us show you how we can help. Ask your ice cream salesman to set up with you a continuing series of such promotions and watch the results.

One of the other factors brought out by the two thousand fountain operators does not concern your ice cream supplier, but does involve you. That is leadership. Y

(Continued on page 419)

are the owner or manager of the store and the type of supervision and leadership you display will determine the attitude of your employees toward their jobs and, more importantly, toward the customers. If you want to individualize your store, you can through example and leadershp make it a pleasant place for relaxed shopping where people like to come. By the same token, a sloppy, uninterested fountain operator or an appearance of unsanitary conditions can drive people away.

When you go home, take as objective a look as you can at your own store. From the outside, does it invite people to open the door and come in? If you were a customer, what in your store would invite people to buy—would the appearance and the service make you want to come back again and again? Any store is a reflection of the man who manages it. Be very sure you invite people to buy in an atmosphere that your customers like.

This matter of leadership in the larger store cannot always be handled by one man, but some parts of it must be delegated to department supervisors. The over-all tone you set by the day to day operation must be carried out by an assistant. These are your "key men"—they should be selected carefully and paid well. This applies particularly to your fountain supervisor. In a recent poll of some 60 drug stores in a southern state, the hourly wages of fountain clerks was 69¢, compared with 74¢ for delivery boys and 89¢ for cosmeticians. Dare we leave with such low priced help the important first impression of the store? Pick out the fountain employee who can best "lead" the rest and make him—or her—a supervisor with an increase in salary and a bonus for increased sales and profits. That will be the most self-rewarding act you can do.

Ice cream sales in drug stores—yes, they can be developed for traffic and profit. Your ice cream salesman can be very helpful in the areas of personnel selection and training, of profit control and of promotion. Use his knowledge and ability to help you develop the "invitation to buy" that will make your store stand out as a pleasant place to shop.

Peabody buys Building

Mr. H. C. Starling, President of Peabody Drug Company, has announced the purchase of the Goodall Building located at 305 West Pettigrew Street in Durham, from the Wachovia Bank & Trust Company, Trustee of the Goodall Estate. The building has been the home of this full line drug service wholesaler since 1925 when operations were moved from Peabody Street. Starling said that this was a step in an expansion program to keep up with the growing needs for better distribution of drug products in the Durham area. Several years ago, the adjacent lot to the present building was purchased with the plan for expansion.

"We are confident that Durham and the Durham trade area will continue to grow and prosper and our purchase of the Goodall Building is evidence of our belief of the continued growth of this area."

The Peabody Drug Company, incorporated in Durham in 1909, became affiliated with W. H. King Drug Company in Raleigh in the Fall of 1936 and is now affiliated with two other wholesale drug companies, O'Hanlon-Watson Drug Company in Winston-Salem and King Drug Company in Florence, S. C.

Pharmacists of Wake County Meet

A program patterned after "This is Your Life" headlined the September 3 meeting of The Wake County Pharmacists Society.

Five members of the Society appeared on the program: Mrs. Addie Bradshaw Pegram of Apex, John Stalvey of Knightdale; Kenneth Handy, W. L. Johnson and N. T. Taylor, all of Raleigh.

The meeting, held in Raleigh at the Carolina Hotel, was conceded to be one of the most interesting since the Society was organized.

Plans were formulated for National Pharmacy Week. A special committee selected by the president will work out the details.

Wheeler Is Guest Speaker

Claude Wheeler of Chapel Hill, an immediate past president of The Durham-Orange Drug Club, was guest speaker at the September 11 meeting of The Johnston County Drug Club, held in Selma.

Mr. Wheeler discussed the "North Carolina Dental Formulary," which he is helping compile. The Formulary is expected to be ready for distribution in the late fall.

Sing While You Drive

Griffin's Drug Store, Kings Mountain, passes out complimentary pencils to customers with this inscription:

At 45 miles per hour, sing "Highways are Happy Ways"

At 55 miles per hour, sing: "I'm But a Stranger Here, Heaven Is my Home"

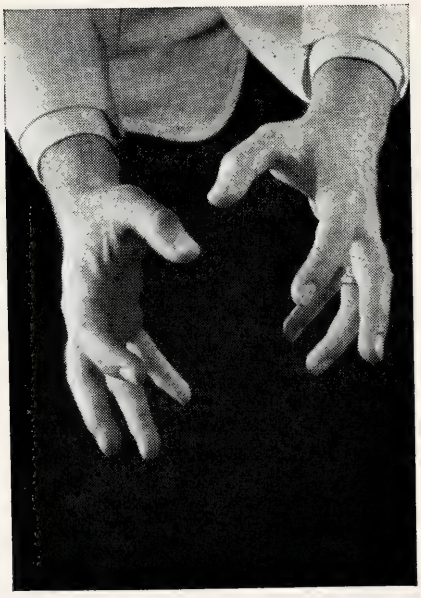
At 65 miles per hour, sing: "Nearer, My God, to Thee"

At 75 mile per hour, sing: "When the Roll Is called Up Yonder, I'll be there"

At 85 miles per hour, sing: "Lord, I'm Coming Home"

And this concluding message:

Drive Safely—We Like Our Customers and Wish to Keep Them."



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THE PEABODY DRUG COMPANY

Durham, North Carolina

Howell Hall Happenings

Eighty-two new students, freshmen and transfers, have been accepted in the School of Pharmacy for the beginning of the fall semester. It is interesting that almost 25% of these students have immediate family relatives in pharmacy.

Excellent progress is being made by Holloway-Reaves, Architects in developing plans and blueprints for the new pharmacy school building. On July 29 Mr. Holloway and Professors Brecht, Brown, and Semeniuk spent the day at Wake Forest College in Winston-Salem studying details in the new science building which has been in use for one year. Good data were obtained on some of the newer materials used in laboratory type installations.

Miss Corazon F. Ramirez, graduate student from the Philippine Islands passed her final oral examination for the degree of Master of Science on August 12. The subject of her thesis was "Pectin as a Pastille Base." Her study in the United States has been made possible by the Lunsford Richardson Memorial Research Fellowship offered through the North Carolina Pharmaceutical Research Foundation.

The new furniture consisting of a davenport and 4 upholstered chairs for the woman's lounge was received on July 25. Greatest appreciation is expressed to the donors of this thoughtful gift: The Woman's Auxiliary of the N.C.P.A. and local auxiliaries. This furniture will be transferred to the new building when it is completed.

Dean E. A. Brecht represented the School of Pharmacy at the meeting of District #3 of the National Association of Boards of Pharmacy and the American Association of Colleges of Pharmacy at its annual meeting in Savannah, Georgia on August 26-27. Dean Brecht presided as moderator at the panel discussion on the five-year curriculum.

HISTORICAL NOTE

By Alice Noble, *Research Historian*

Edward Morse Nadal, of Wilson, was definitely the father of the N.C.P.A. He not only saw the need for such an organization, but found a way to interest more than 100 pharmacists in going to Raleigh on August 11, 1880 and forming the present association.

As early as 1872, however, another pharmacist, Nevin Deifenbarker Fetzer, of Concord, was trying to form a state pharmaceutical society. In the **Druggist Circular** for January 1872 he "begged space" to invite discussions by the druggists of North Carolina "as to the practicability of organizing a pharmaceutical society or association in the State, having for its object the encouragement of a higher standard of education in pharmacy; to elevate the calling as a **profession;** to render the practice of pharmacy as an adjunct to an honorable science more effective; and to try to put some check to empiricism and quackery."

Apparently nothing came of Pharmacist Fetzer's efforts, but he was on hand for the 1880 meeting in Raleigh and became a charter member of the N.C.P.A. He served later as president and also as a member of the Board of Pharmacy.

POWERS-TAYLOR DRUG COMPANY

Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

Officers & Committee Leaders, Woman's Auxiliary, Chapel Hill, August 15, 1957

Planning Session Held by Woman's Auxiliary

Officers and committee members of the Woman's Auxiliary met in Chapel Hill on August 15, for a planning session of activities and projects to be carried on during the year.

After a meeting of the Executive Board at 10:30 a.m., presided over by the president, Mrs. W. D. Welch, Jr., the officers were joined for lunch by the committee members. Mrs. W. B. Aycock, wife of the chancellor of the University of North Carolina, was a special guest.

The business session was held in the auditorium of the Institute of Pharmacy. Mrs. Welch welcomed the group, and Mrs. C. D. Blanton, Jr. of Kings Mountain gave the devotional.

W. J. Smith spoke briefly, thanking the Auxiliary for its support of the Pharmaceutical Association, and especially the Institute of Pharmacy. Members were urged to inspect the new Woman's Auxiliary room which they had recently furnished and equipped.

W. Dorsey Welch, Jr., president-elect of the N. C. Pharmaceutical Association, was recognized.

Each committee member was introduced and asked for comments. Committee chairmen reported on work accomplished since the 1957 convention and contemplated activities for the remainder of the year.

Seated, left to right: Mrs. W. D. Welch, Jr., Washington, President; Mrs. B. R. Harward, Raleigh, First Vice-President; Mrs. T. M. Holland, Mt. Holly, Second Vice-President; Mrs. G. Haywood Jones, Zebulon, Secretary; Mrs. C. D. Blanton, Kings Mountain, Parliamentarian; Mrs. W. P. Brewer, Advisor.

Standing, first row, left to right: Mrs. H. L. Hickman, Wilmington; Mrs. S. O. Bailey, High Point; Mrs. E. W. Griffin, Jr., Kings Mountain; Mrs. C. D. Blanton, Jr., Kings Mountain; Mrs. P. W. Kendall, Charlotte, Advisor; Mrs. J. R. Casteel, Durham; Mrs. D. F. McGowan, Chapel Hill; Mrs. Graham Culbreth, Southern Pines; Mrs. C. C. Wheeler, Jr., Chapel Hill.

Standing, last row, left to right: Mrs. A. N. Martin, Roanoke Rapids; Mrs. I. E. Helms, North Wilkesboro; Mrs. Daniel Winstead, Chapel Hill; Mrs. George Turner, Wilmington; Mrs. W. L. West, Roseboro; Mrs. D. D. Claytor, Greensboro; Mrs. M. B. Melvin, Raleigh; Mrs. John Hood, Jr., Kinston; Mrs. W. S. Gardner, Burlington; Mrs. A. L. Moir, Burlington; Mrs. Marion Edmonds, Greensboro.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

Owens, Minor & Bodeker Celebrate 75th Anniversary

The Richmond wholesale drug firm—Owens, Minor & Bodeker—has come a long way since January of 1882, when Otho O. Owens and G. Gilmer Minor opened the doors of their establishment at 1007 East Main Street.

The NCPA was just entering its second year when OMB employed Joseph Willis, its first pharmacist, who prepared a long list of remedies popular in those days. Later, a young clerk and messenger boy named Conway Knox was added to the payroll.

In 1887 the partnership was changed to a limited partnership, an unusual form of business in the United States, although it is very common in England and Canada.

Mr. Owens served as president from 1882 until his death in 1906. He was succeeded by Mr. Minor, who served until his death on February 27, 1911. Mr. Minor was replaced by the former clerk and errand boy, Mr. Conway Knox, who had for some time been vice president.

Mr. Knox served as president for thirty years. During this time, two very important events took place: In 1913, because the growing firm needed space, Owens & Minor moved to their present location at 1000 East Cary Street. The firm was reorganized from a limited partnership to a corporation in 1927.

Mr. Knox, who retired on June 20, 1941, was succeeded by G. Gilmore Minor, II, son of the founder. Mr. Minor II lived only a short fifteen months after becoming president. Mr. W. Y. Minor, younger son of the founder, served as secretary-treasurer to both Mr. Knox and Mr. Minor II, and before that travelled a territory for the firm.

James B. Bowers, vice president since 1927, succeeded Mr. Minor II on September 1, 1942. On January 1, 1947 Mr. Bowers resigned as president and became chairman of the board which he remained until his death on July 4, 1954.

The board of directors elected Mr. G. Gilmer Minor III, a vice president, the new president effective January 1, 1947. Continuing as vice presidents were Gamble M. Bowers II, son of the retired president and Philip M. Minor, younger brother of the president.

During these ten years of Mr. G. G. Minor III's presidency, Owens and Minor purchased the accounts and name of the Bodeker Drug Company, a Richmond wholesale drug firm over one hundred years old. This took place on June 10, 1955, and the name was changed to Owens, Minor and Bodeker, Inc.

In 1951 the office was remodeled and I.B.M. and conveyer systems were installed for more efficiency and speed. Since World War II, the present officers: Mr. G. G. Minor III, president; Mr. Gamble M. Bowers II, vice president; Mr. Philip M. Minor, vice president; and Mr. P. G. Carter, secretary-treasurer have seen their business more than triple.

Seventy-five years have wrought many changes. In place of the original small store, there is now a large, 90,000 square foot building. Where once four men worked, 130 now serve. From a handful of items, Owens, Minor & Bodeker now handle 25,000 different items from 2,000 manufacturers located in 32 states for delivery to 1,500 customers.

Covered wagons were a familiar sight around Richmond when OMB delivered its first order.

VITAMINS RANK SECOND ONLY TO YOUR PRESCRIPTION DEPARTMENT

Because of this—We know you will want to associate yourself with V.P.—THE VITAMIN PROMOTION—for VITAMIN PROTECTION.

Developed by D.S.C., Inc. and your D.S.C. wholesalers, this promotion is designed to help you tell people why it's better, safer, and surer to buy vitamins in a drug store.

See our salesman at once—this promotion is sure to increase your Vitamin Business.

☆ ☆ ☆

Owens, Minor & Bodeker, Inc.

Richmond, Virginia

Lilly
QUALITY
DOESN'T COST...
IT PAYS

BIGGEST SALES...

because it's the

BIGGEST VALUE

For you and your customers, 'Mi-Cebrin' (Vitamin-Mineral Supplements, Lilly) is the best vitamin value ever. It's the ethical product sold only in drug stores, and it gives your customer more for his money. Feature Tablets No. 1790, 'Mi-Cebrin.' Order from us today.

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THE W. H. KING DRUG COMPANY

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The Carolina **JOURNAL OF PHARMACY**

Volume XXXVIII OCTOBER, 1957 Number 10

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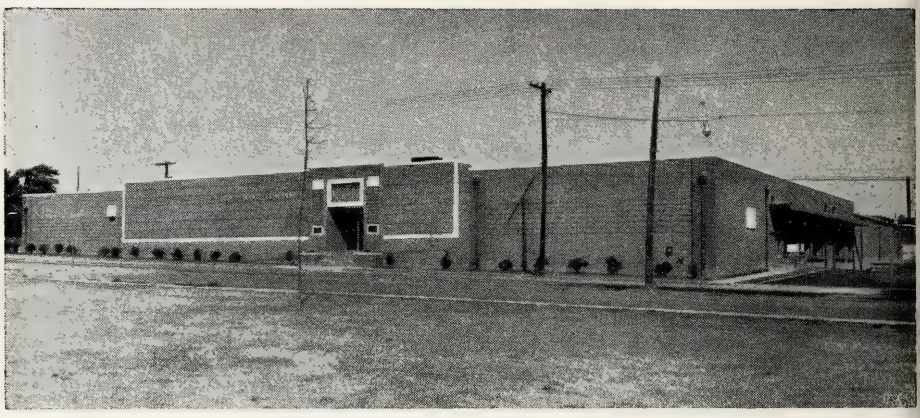

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Justice Drug Compnay salutes these Gentlemen of Experience for their years of Devoted Service to our firm. We are proud of their record and accomplishment in Our Organization.

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Dependable Service Since 1898

The Carolina
JOURNAL OF PHARMACY

October, 1957

VOL. XXXVIII No. 10

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A Challenging Opportunity

Development of a research center in mid-North Carolina received a boost with the announcement that Karl Robbins of New York had purchased 4,000 acres in Wake and Durham counties where will be built a multi-million-dollar research park.

Of special significance to Pharmacy is that eventually one or more of the nation's major pharmaceutical houses will locate in the Center. Already officials of a number of our better known pharmaceutical firms have looked into the research park with the idea of future expansion to North Carolina.

Prime backer of the research center is The Research Triangle Committee, with George L. Simpson, Jr. as executive officer. Within the Triangle—UNC, Duke and State College —are more than 850 research people whose total current budget is in excess of seven million dollars. In terms of researchers and research facilities, there is nothing in the South to compare with the Research Triangle.

Immediate plans of the Robbins' interest call for site improvement, construction of roads, installation of water and sanitary facilities. Eventually it is anticipated a shopping center and residences for 20 to 25,000 people will be constructed in the Center.

Leaders of the project point out these things will not come into being over night. But the necessary acreage located adjacent to two major railway lines and the Raleigh-Durham Airport have already been provided for development of the Center, which is a big step forward towards attracting research-minded industrialists to North Carolina.

Money has already been appropriated for a new and larger pharmacy building at Chapel Hill, which will eventually enable the School to double its present number of graduates. Some, particularly those who go on to the graduate field (The School is providing facilities for thirty), will have attractive opportunities close at home without the necessity of leaving the state.

The research center, as envisioned by Dr. Simpson, Mr. Robbins, Governor Hodges (one of its most enthusiastic supporters) and The Research Triangle Committee, represents a challenging opportunity for Pharmacy in North Carolina—one which we confidently believe the profession will meet with its characteristic vigor and wholehearted support.

The Carolina Journal of Pharmacy is published monthly by the N. C. Pharmaceutical Association, Box 151, Chapel Hill, N. C. Subscription rate: $3.00 a year; single copy, 25 cents. Entered as second class matter July 5, 1922 at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879.

COMMENTS BY THE PRESS

One of the sure signs that Chapel Hill is growing out of a village into a town is the passing from view of the once numerous seats and benches placed in the front of the stores for the convenience of those who would "set a spell' and fan the breeze on any current item or on any learned subject that you'd care to bring forth.

Don't know what there is about a seat in a well-lighted warmly heated (or comfortably cooled) place of business that so unerringly brings forth the philosophical in a man who has a few minutes to spare. But it's there. Maybe it's the feeling of superiority he gains from having time to sit and relax, while the clerk and proprietors of the business scurry about making a living. Or, perhaps, it may be that here, among his peers, he can get a hearing on subjects dear to his heart, which would get little attention at his home from either his children or his wife.

The other day, Calvin Burch, the cabinet maker, himself no mean bench philosopher, and I were discussing Eubanks'. "If all the philosophy that has been propounded from that bench were bound in volumes, it'd take me a week to build a bookcase big enough to hold them all," he said. Calvin should know, because he's been dropping in more or less regularly for quite a number of years.

—Bill Prouty in
The Chapel Hill Weekly.

Commended by Medical Society

The Burlington Drug Company, Burlington, in a factually accurate, well-written advertisement appearing in a recent issue of **The Burlington Times-News,** discussed the "Asian Flu" situation, with emphasis on the vaccine being produced to combat the disease.

As a result of the advertisement and others along the same line, the Burlington Drug Company and Mr. Joe Barbour, an official of the company, have been commended by the local medical society:

Dear Mr. Barbour:

At the meeting of the Alamance-Caswell Medical Society, on Tuesday, September 10, 1957, the Alamance-Caswell Members unanimously endorsed a proposal to commend you and your staff for the excellent work in presenting your editorials on various health problems to the public. We feel that this is a great service to your organization and likewise, the Doctors feel highly honored in the way you present these problems.

Very sincerely yours,
H. B. Kernodle, M.D.
Secretary, Alamance-Caswell
Medical Society

Creditors File Claims

In late 1955, the government seized certain property belonging to J. H. Clendenin of Wilmington for sale at auction to satisfy a tax claim against the pharmacy operator.

Sale of the property brought slightly more than $8,500. The proceeds exceeded the tax claim by $3,233.94. The problem now is to decide who, of various firms and individuals with claims against the pharmacy for approximately $18,500, is to receive the $3,233.94. A federal court will decide.

The former owner of the pharmacy, Mr. Clendenin, has entered a "taxpayers claim to surplus."

For Sale

21 year-old thriving pharmacy for sale due to ill health of owner; located in small town in Eastern North Carolina; only pharmacy in town; Rexall Agency; 18 MDs in county; reasonable rent; present owner established and has profitably operated the pharmacy for 21 years. Choice location for a pharmacist. Get the details by writing to: **HBD-R, c/o Carolina Journal of Pharmacy, Box 151, Chapel Hill.**

Ward Honored at Dinner

At a testimonial dinner attended by 91 persons on September 9 in Swannanoa, W. A. Ward—Pharmacist of the Year—was presented the NCPA's "Mortar & Pestle Award" by the Association's President, C. D. Blanton of Kings Mountain.

Mr. Ward received the award for meritorious achievements in research, contributions to public health and welfare, and to the advancement of religious, educational and civic activities in his home community.

In a program preceding the award ceremony, E. N. Howell, principal of the Swannanoa Elementary Schools, lauded Mr. Ward for his community leadership.

W. Latham West, a former president of the NCPA and close friend of Mr. Ward's, recounted their experiences while students at Chapel Hill, and cited the Pharmacist of the Year's record, which included an outstanding record as a pharmacy student, president of the NCPA in 1953-'54, president of the Asheville Drug Club in 1948-'49 and the N. C. Rexall Drug Club in 1947-'48.

It was pointed out that Mr. Ward, while serving as president of the Swannanoa Men's Club, initiated a movement which eventually resulted in the construction of the Swannanoa Community Building—the location of the testimonial dinner being given in his honor.

In accepting the award, Mr. Ward introduced his wife, Ada, saying nothing would have been possible without her help and encouragement.

The event being the 35th wedding anniversary of the Wards, a suitably decorated cake was presented to the couple.

Mrs. W. Dorsey Welch, president of the Woman's Auxiliary, brought greetings from her organization. Numerous congratulatory telegrams and messages were received by Mr. Ward, one from a daughter now living in Minnesota which read. "You're my father of the year."

CPA President C. D. Blanton (Left) Presents Mortar & Pestle Award to the Pharmacist The Year—W. A. Ward, Swannanoa.

"Druggist" vs "Pharmacist"

In advocating use of "pharmacy" and "pharmacist" to supplant "druggist" and "drug store," Secretary Robert P. Fischelis of the American Pharmaceutical Association makes this point:

"Drugs, medicines and poisons are being sold to a continuously increasing extent in establishments which are not licensed pharmacies, by persons who are not registered pharmacists. From its very beginning, the A.Ph.A. has stressed the importance of conveying to the public the difference between the sale of drugs as merchandise and the dispensing of drugs as a professional service."

A resolution adopted by the National Association of Boards of Pharmacy (use "pharmacy" and "pharmacists" in our communications) has been approved by the N. C. Board of Pharmacy. For serveral years, the NCPA has added the word "Pharmacist" to Addressograph plates prepared for its members.

In some states, active campaigns have been underway to get the publishers of telephone directories to change listing of "drug, druggists," which frequently include soda shops and sundry stores, to "pharmacies, pharmacists."

On the Ball

These newspapers are on the ball. Why? When given an opportunity to do something about National Pharmacy Week, they were the first in the state to follow thru on the program:

Rocky Mount Telegram, Cherryville Eagle, Elkin Tribune, Henderson Daily Dispatch, Hickory Daily Record and The Burlington Daily Times-News.

The McDowell News, Marion; the Shelby Daily Star, Shelby; The Daily Herald, Roanoke Rapids; and the Independent, Fuquay Springs.

The Pilot, Southern Pines; Salisbury Post; News Leader, Chapel Hill.

A "First"

The State Board of Pharmacy was organized in 1881. One of the first actions taken by the State Board, under the provisions of the brand new Pharmacy Act, was to issue pharmacy certificates to certain individuals who were in the active practice of Pharmacy at the time the Act went into effect.

On August 30, 1881, the Board issued 276 certificates. At this same meeting, and we quote from the Board's report: "The first and only applicant for a certificate as a Licentiate under the Pharmacy Act was Mr. D. S. Carraway of Wilson, North Carolina, who, after being examined and deemed qualified by the Board was granted a Certificate as a Licentiate in Pharmacy."

Although the Board issued a large number of certificates under the so-called "grandfather clause," Mr. Carraway has the distinction of being the "first" to receive a pharmacy license on basis of an examination by the Board.

Miss Alice Noble reports Mr. Carraway was born in New Bern in 1861; attended the University of North Carolina, 1885-'86; and died in 1914. For some years he represented a pharmaceutical publication, "THE DRUGMAN," and in the UNC Alumni History, is listed as "druggist; printer."

A paper written by Mr. Carraway appears in the 1886 Proceedings of the NCPA. He reported on an analysis of a number of samples of Fowler's Solution; concluded it best for the pharmacist to prepare "small quantities of the solution" rather than purchasing the product from northern manufacturers.

Move to Southern Pines

Employment of three young pharmacists by Southern Pines pharmacies during the summer months brought forth publicity in the local paper, **The Pilot.** Shown in a captioned picture were Emory Watson of Sandhill Drugs, Philip O'Donnell, Jr. of Southern Pines Pharmacy, and Dan McCormick of the Broad Street Pharmacy.

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AN IMPORTANT NEW DRUG

An outstanding Robins *research discovery*

Robaxin®

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for skeletal muscle relaxation

ROBAXIN—an entirely new drug—was synthesized in the Robins Research Laboratories, and has been exhaustively studied for five years. It ushers in a new era in skeletal muscle relaxation for the physician—and *a new era in prescription business in this category for you.*

Note the significant advantages of ROBAXIN:

- **Highly potent—and long acting**
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- **Does not reduce normal muscle strength or reflex activity**
- **Beneficial in 94.4% of cases tested**

The ROBAXIN story is being hammered home to the physicians in your area this month through intensive promotion; and a heavy demand for this new skeletal muscle relaxant is inevitable.

But don't *you* relax! Prepare for it right now with an ample stock.

Robaxin for superior relief

INDICATIONS: Acute back pain associated with: (a) muscle spasm secondary to sprain; (b) muscle spasm due to trauma; (c) muscle spasm due to nerve irritation; (d) muscle spasm secondary to discogenic disease and postoperative orthopedic procedures; and miscellaneous conditions, such as bursitis, fibrositis, torticollis, etc.

HOW SUPPLIED: ROBAXIN Tablets (white, scored), each containing 0.5 Gm. methocarbamol. Bottles of 50 and 500.

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Smith, Kline & French Laboratories, Philadelphia

*T.M. Reg. U.S. Pat. Off.

more prescriptions coming your way

TAR HEEL DIGEST

- The pharmacists of Lenoir entertained MD-members of the 9th District Medical Society at a recent meeting of the doctors held in Caldwell's county seat. Including the doctors and their wives, about 125 persons were guests of the pharmacists.
- The October 7 program of the Boone Junior Chamber of Commerce was presented by James P. Greene of The Carolina Pharmacy.
- Tom Burgiss is working part time in Winston-Salem at the City Memorial Hospital Pharmacy. He is taking one course at Wake Forest in preparation for entrance into medical school.
- Mrs. John B. Sewell, Jr. of Beaufort was guest speaker at the October 11 meeting of the Beaufort Chapter of The American Association of University Women. Her topic: "Opportunities for Women in the Field of Pharmacy."
- Elmer Lawson Rigsbee and Robert A. Coleman have been licensed as pharmacists in Texas.
- Lt. Henry N. Graham, now stationed at Fort Hood, Texas, leaves for Germany in mid-December. He has been assigned to an ambulance company in the 4th Armored Division.
- Extensive renovation of the Williams Drug Store, Oxford, has been completed. The pharmacy is operated by L. R. Creech, C. R. Wheeler and William T. Dement.
- Rupert Cox has accepted a position with Eckerd's of Raleigh. A former pharmacist at Eckerd's, R. E. Collins, is now doing relief work in the area.
- Heavy bars covering a rear window of the McLarty Drug Store, High Point, were ripped open by thieves in a recent break-in of the pharmacy. Watches, electric razors and some cash were taken.
- A United Press story built around the careers of twin pharmacists June West and Jean Provo appeared in a number of papers in September. They are employed by a professional pharmacy of Raleigh.
- Under the caption, "Badin Pharmacist has Practiced 60 Years," A. J. Thompson of the Badin Drug Store was spotlighted in (9/13) an Albemarle newspaper. A native of Alamance County, Mr. Thompson has lived in Badin for 35 years.
- Joseph P. Barbour, Jr. has transferred from Raleigh (Melvin's) to Greensboro where he is now associated with the Franklin Drug Stores.
- Chapel Hill pharmacist Howard A. Yandle is active in his church, as a teacher, deacon, chairman of finance committee and makes frequent religious talks at church meetings.
- Maynard L. Jones closed his Asheville drug store on September 3 and departed for Hot Springs, Arkansas, where he was on vacation for two weeks. The store reopened on the 21st.
- Greensboro pharmacist I. O. Wilkerson is now making his home in Asheville, Edgewood Knoll Apt. C2.
- Smith Wholesale Drug Company of Spartanburg held open house on September 1 for the firm's customers and trade associates. The occasion was the opening of Smith's new offices and warehouse on the corner of Wofford and Forest Streets.
- Organic chemists and pharmacologists of Eli Lilly & Company told the American Chemical Society (9/9) that they had developed four new classes of tranquilizing compounds that differ chemically from any of the drugs now available for treatment of psychiatric patients. Two of the compounds under study have been found to be twenty times as potent as chlorpromazine in various animal tests.

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Cold weather is the season for

Do you have an adequate stock?

Last Fall and Winter new sales records were set for Soltice Quick-Rub. This year even these records will topple as the demand continues to grow for this new greaseless, stainless rub that gives FAST relief to cold misery.

Soltice . . . a popular item in the Summer for the relief of sore muscles, tired feet, non-poisonous insect bites, etc. . . . is a best seller throughout the cold season. Do you have an adequate stock? If not, mail your order today. It'll get prompt attention.

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Pharmacy Offers Much to Young Grads

By ED SEAMAN
in *The Roanoke Rapids Herald*

Looking for a field where there is a definite shortage of personnel and a bright future?

Well, the pharmaceutical profession may be your answer, at least in the state of North Carolina.

Out of the entire 48, the Tar Heel state ranks second among those with an inadequate number of competent pharmacists, having only one registered druggist for every 2,500 persons which is well below the national average of one per 1,000.

Lack of facilities at the University of North Carolina, which operates the state's only School of Pharmacy, probably accounts for this critical shortage, but steps have already been taken to remedy the situation.

The General Assembly earlier this year appropriated funds in the amount of $1,150,000 which are to be used for erecting a new pharmacy building. Upon completion of the edifice—estimated to be ready for occupancy in September of 1959—the University will be able to match pharmaceutical schools with the best in the land.

The school now normally admits 60 to 70 new students per year but expects to double this number when the new building is completed, and at the same time, up the requirements for a degree to five years rather than four as is now the case.

In view of the limited facilities at the pharmaceutical school, it's quite surprising the number of graduates in this field the city of Roanoke Rapids can boast—especially during the past five years. Measured on a per capita basis, Roanoke Rapids ranks higher in this respect than any other area in the state.

Graduates of the past five years include four who are currently practicing in the city, two who are in service, one who has migrated to another city and two who are now studying at the University.

Calvin Floyd, 1953, part owner of Rosemary Drug Co., Harry Timberlake, 1953, owner of Tim's Drug Store, Jimmy Robinson, 1955, of Franklin St. Pharmacy and Jimmy Ingram, 1957, also of Tim's Drug Store, are the four now practicing as registered pharmacists in the city.

This Article was Illustrated by a Group Picture in which appeared Pharmacists Harry Timberlake, Calvin Floyd, Jimmy Ingram, Jimmy Robinson and Apprentice Pharmacist Fred Fayed.

The students are Fred Fayed, class of 1958 and Bill Savage, class of 1959 while L. B. Doyle, 1956 and Billy Griffin, 1955 are members of the armed forces. Doyle is stationed at Fort Jackson in Columbia, S. C., and Griffin is serving with the U. S. Army in Germany.

Willis B. Shaw, a graduate with the class of 1953, is now associated with his uncle in Mt. Holly.

Those pharmacists currently in the city agree that the University does an excellent job in preparing its students from the technical viewpoint, but recommend that a course in retail pharmacy be added to the curriculum.

Otherwise, they feel the University has a top pharmaceutical program and equips its graduates with all the necessary background and knowledge of the profession.

Pharmacy, which has not always enjoyed the utmost respect and confidence of the public, has steadily been on the upgrade for the past quarter century and is now regarded on a par with the medical profession.

Consequently, more and more high school graduates are selecting pharmacy for their college studies which will eventually lead to more and better trained pharmacists.

Carolina Camera

Top: William P. Brewer and Stephen T. Forrest, vice presidents of Justice Drug Company, shown with Chas. E. Pfizer president John E. McKeen, who visited Greensboro to look over the recently acquired Morton-Withers Chemical Company.

Bottom: Lawrence Miller, sales manager of the O'Hanlon-Watson Drug Company, Winston-Salem, with plaque which Johnson & Johnson awarded to O-W in J&J contest conducted among the W. H. King Drug Company and affiliated branches. James M. Darlington, vice president and general manager of O'Hanlon-Watson, is shown seated next to Mr. Miller.

Standing, left to right, some of the salesmen who helped win the award: J. H. Ball, W. J. Shelley, S. P. Smith, W. T. Threewitts, and H. L. Lancaster. M. L. Danner not present when the picture was made.

Bottom—Extreme left: A $40 package of drugs was accidentally dropped behind some inaccessible drug shelving of Sam McFall's Sunset Drug Store of Greensboro. The problem was solved by Frank Lassiter, an employee, who retrieved the box by means of a fishing lure Gillette has been giving away with blades. This particular lure may never bring in a fish, but for Sam and Frank, it captured drugs to the value of $40.

Rouse to Head Mayrand, Inc.

New officers of Mayrand, Inc., of Greensboro are: Elmore Rouse, president; Rex Anderson, vice president and treasurer; and Mrs. Betty F. Freeman, secretary.

Dental Formulary Committee Meets

For purposes of putting finishing touches to **The N. C. Dental Formulary** and the selection of an appropriate binder, members of the Dental Formulary Committee met in Chapel Hill on September 19.

Present from the NCPA; W. W. Taylor, chairman; Lloyd Riggsbee, Ralph Rogers, Jr., Claude Wheeler and Howard Yandle.

Present from the Dental Society: Doctors Getsinger of Durham, Massey of Zebulon and Lineburger of Raleigh.

Reaco

PHILOSOPHY: Maury Goldsmith of Belmont, Mass., calls himself "The drug store philosopher." He collects philosophical tidbits and passes copies around among his friends. Here's a piece he just sent me:

Take time to work. It is the price of success.
Take time to think. It is the source of power.
Take time to play. It is the secret of perpetual youth.
Take time to read. It is the fountain of wisdom.
Take time to worship. It is the highway to reverence.
Take time to be friendly. It is the road to happiness.
Take time to dream. It is hitching your wagon to a star.
Take time to love and be loved. It is the privilege of the gods.

(Reprinted from Dan Rennick's column in *The American Druggist*)

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WEST DURHAM, NORTH CAROLINA

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make MORE profit . . .

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you show and sell them

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50 POWDERS

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STANBACK

and ONLY Stanback offers you this size package for...

MORE PROFIT

Charlotte Has an Ordinance

By FORREST STEWART
in *The Charlotte Observer*

29 Charlotte grocers were arrested for operating on Sunday in violation of a city ordinance. A reporter was sent out by *The Charlotte Observer* to find out what could be bought on Sunday. Here is his report.

Sunday shoppers in Charlotte can buy a home, furnishings, kitchenware, food and clothes for the family.

A motoring family would have no trouble buying tires and batteries. At least one service station will re-line brakes.

For appliances food and clothing it is a one-stop shopping spree in any large city drug store.

Sunday drug store sales in Charlotte are hot contributors to the week's volume business. There is an exception—drugs.

Some pharmacists look upon Sunday as a bleak day. "From the sales standpoint," said one, "it's the worst in the week."

"But," said the merchandise manager, "Sunday is our best day after Friday and Saturday."

Here's a family anxious to set up house. They bought their home on a Sunday. The real estate agent took the contract to the owner. He signed it.

The new owners shopped for furniture on Sunday. They found it just outside the city limits.

The remainder of the shopping was done in the city drug stores, all on Sunday.

They bought a vacuum cleaner and garden furniture, kitchenware, appliances and a natty group of brass bells.

One drug store provided carpentry tools, tools for the garden and fertilizer. The man of the family bought underwear, shirts, socks and ties.

His wife bought a raincoat, overshoes and an umbrella, a plastic garment bag, towels and tablecloths.

General purchases included a swimming pool for the children, a wide selection of toys and baby food.

Groceries were made up of canned soups and vegetables, butter and margerine, cheese, milk, cookies, cake and bread. Nuts and candies were added for variety.

"You know," said a drug store manager, "I've every sympathy for the small Sunday grocer."

This man's shelves were loaded with phonographs and office equipment. There was a line of cardtables and chairs. Wool blankets were stacked neatly.

Barely visible in this market of super variety, a drug department plied an unsteady trade. Beer was available on a nearby counter.

Sunday drug store shoppers had a final fling. They bought a window fan, outdoor grills, briquets, water skis and a selection of luggage into which they packed the smaller items.

Sunday night they remembered the TV antenna. They were in time to buy it at a drug store.

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M. C. GRIER
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3 PRODUCTS THAT EARN THEIR SHELF SPACE

3 Lederle vitamin stand-outs... packaged for extra customer appeal

GEVRAL-T*

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New **"Total Effect"** Nutritional Supplement

Actually **six** nutritional formulas in one, new GEVRAL-T is unequalled for potent, comprehensive support in debilitated patients. Attractive, on-the-table jar encourages regular dosage... repeat sales.

Jubilee Jar of 100 capsules.

GEVRAL*

VITAMIN-MINERAL SUPPLEMENT LEDERLE

Favorite Family Vitamin

An established winner at the vitamin counter, this comprehensive 14-vitamin and 11-mineral formula is selling faster than ever in the attractive Jubilee Jar of 100 capsules.

GEVRABON*

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Appealing Nutritional Tonic ...Chilled, Plain or "On the Rocks"

A popular change-of-pace in vitamin-mineral support, that doubles as an effective appetite stimulant... strikingly packaged in a new Decanter Bottle of 16 fl. oz.

LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, N. Y.

*Reg. U.S. Pat. Off.

Random Comments

By W. J. Smith

- Your coin-hobby customers may be interested in this bit of information: Ads are appearing, "We pay $16 for only 59 Lincoln pennies." Prospects are told to send one dollar for a Lincoln Coin Album. When completed and returned, company pays $16.00. What the company does not publicize is that some of the coins needed to complete the album are worth from $10 to $100.

- The process of thinking draws the blood from the feet to the head, an educator informs us. This explains, perhaps, why, in so many cases, if you think twice about a proposition you get cold feet.

- A colored church congregation had met to pray for rain to release a long dry spell. The preacher looked severely at his flock and said: "Brothers and Sisters, you all know why we is here. Now what I wants to know is—where is your umbrellas?"

- To impress his listeners with what modern drugs are doing to increase life expectancy, Tom Reamer (Duke Hospital Pharmacy), in a recent speech to a civic club, had members stand who were 45 years or older. Then Tom announced to the group that if they had been born a century ago, based on average length of life, they would be at the end of the trail. A dramatic way to put an important point across.

- Sign of the times: The California Legislature has delayed appropriation for new mental hospitals until the impact of tranquilizing drugs can be evaluated. Special committee looking into the matter reported tranquilizers have started a new trend away from the maximum security type of facility and toward the "normal" hospital facility.

- At a college gathering a speaker said that education ought to deal with practical things. He wanted his son to know how to do practical things, how to milk a cow. Another speaker said he too wanted his boy to know how to do practical things, how to milk a cow, but he would also like him to know how to do some things that a calf couldn't do better.

- It has been predicted that in the next ten years tranquilizers will change the mental-disease picture as much as antibiotics have changed the germ-disease picture in the past 15 years.

- A detail man organization—The Medical Service Society of America—has come into existence. The Secretary-Treasurer is Jim Avery, 2325 N.W. 28th Street, Oklahoma City. And, in this connection, we have just learned there is roughly one MSR for every 16 physicians practicing in this country.

- Orchids to the Philadelphia Association of Retail Druggists for sending a supply of old-style Mellin's Food to a North Carolinian who is allergic to the new Mellin's product.

- Roger Sloop (Bobbitt's College Pharmacy) has been calling on twenty dentists in the Winston-Salem area with impressive results.

- Pharmacist reports this little incident took place in his pharmacy: Customer—"What you-all git for a carton of Camels?"

  Pharmacist—"$1.80 plus sales tax."

  Customer—"Gimmie a carton and charge 'em, please."

  Pharmacist—"The $1.80 plus 6¢ sales tax means we collect now."

  Customer—"Never mind. I'll git 'em at my grocers where my wife has everything charged."

- When pharmacist inquired about the health of one of his prescription customers, here is the reply he received: "When I start the day, I look at the obituary column in the paper. If my name is not there, I try to make it thru the day."

Prescription Copies

A non-pharmacist employee of a pharmacy requested copy of a prescription from the owner of a nearby pharmacy. Pharmacist refused to supply copy of prescription to the non-pharmacist. An inquiry on the matter to the NCPA Office was referred to the State Board of Pharmacy, with this reply by Board Secretary H. C. McAllister:

"Your letter to W. J. has been passed on to me. On several occasions the courts have ruled that a prescription is the property of the person for whom it is written, but that the pharmacist must hold this prescription in trust. Our law provides that the pharmacist holding the prescription in trust must give a copy to the prescribing physician or to the person for whom the prescription was written. However, the law does not provide for furnishing copies to any other persons. It is then within the discretion of the person holding the prescription in trust as to whether or not he will give a copy to any person outside of those mentioned in the statute.

"There is one further consideration in the matter and this might be responsible for or the reason behind the refusal to furnish copy of the prescription. There is a certain liability for errors or omissions when giving a copy of the prescription, just the same as there is when filling a prescription. This liability rests just as heavily on the person giving the prescription as it does on the one receiving it. If the pharmacist to whom your refer felt that he was undertaking any liability by virtue of your employee not being registered, he would be justified in refusing to give the copy, and for that reason alone. As stated before, however, this is a matter which rests solely in the judgment of the person to whom the request is made.

"In regard to nurses and office attendants who sometime give prescriptions over the telephone, the law is not quite so clear. The Food, Drug and Cosmetic Act, however has determined that so long as the physician specifically authorizes a nurse to "relay" a prescription, this procedure is within the requirements of the Food, Drug and Cosmetic Act."

Flu Publicity to Up Rx Volume

Nothing has appeared on the horizon within recent years to create comment—some of it caustically critical—as has the Asian Flu Vaccine supply situation.

One thing is certain—there are far more potential purchasers and users of the vaccine than suppliers at this stage. North Carolina's 2.6% of the nation's total avaiable supply spreads pretty thin, especially when a few persons and firms manage to get their hands on what some believe to be more than their share of the vaccine.

An unverified report has the physicians of a certain North Carolina town feeling so upset over being left out of the vaccine picture (a large manufacturing firm had offered the vaccine to its employees), they pass the word along that the MSR of a certain pharmaceutical manufacturer will never be welcome in their offices again. There is something permanent about the word "never."

Feeling by-passed, the Mecklenburg Pharmaceutical Society got out a letter expressing its displeasure over the manner in which the Asian Flu vaccine is being distributed.

One bright spot appears: You may not get your hands on a single cc of Asian Vaccine, but prescription volume this fall, as a result of the widespread flu publicity, is sure to reach peak levels.

Common headaches, colds and sniffles with accompanying fever are sure to be diagnosed by your customers as "that new Asian Flu"; and the family physician, in the absence of the necessary laboratory procedures, may agree. After all, it's fashionable to catch the latest.

So, as we see it, don't sell our time-honored remedies (of which we assume you have a plentiful supply) short. Sell what you've got. It's generally more profitable that way.

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IT'S PACKED FULL — THE BEST SELECTION

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Phone 3171

This one—admittedly a bit macabre—is making the rounds;

A bereaved widow stopped in at the mortuary to view her lately embalmed husband. "Oh, you have done a beautiful job!" she enthused. Then, pausing reflectively, she added a bit hesitantly, "There's one thing, though. I know I selelcted a blue suit, but I rather wish now I had chosen a brown one."

"Well, madam," said the kindly mortician, "if you prefer brown, we can easily make the exchange."

On her next visit, the widow expressed unqualified approval. "Brown is so much nicer," she said, "but I still feel guilty, putting you to so much trouble."

"Quite all right," assured the mortician. "As is turned out, we had a man in the next room dressed in brown; his widow preferred blue. So we made the exchange."

"Yes," said the apologetic widow, "but it was still a lot of trouble changing all those clothes.."

"Oh," said the mortician, "we just changed the heads!"

Says Open Rx Depts. On Way Out

A North Carolina pharmacist, explaining "Why Our Pharmacists Work Behind Glass," has this to say on the subject of prescription departments:

"We have not gone along with the trend and opened up our prescription department. Trends are not always good, merely because they are trends. To follow a trend because it is in vogue without analyzing it, as it applies to your particular pharmacy, is ridiculous.

"It is my firm conviction that the wide-open prescription department, where the customer may walk up and interrupt your work, will be 'out of fad' in less than another decade. Future prescription departments will quite possibly be all-glass enclosed for full vision, without the customer having easy access into them."

Sertoma Honors Way

James A. Way, Jr. (Summit St. Pharmacy), immediate past president of the Winston-Salem Sertoma Club, is the recipient of a "superior club leadership" certificate. During his term of office, the Winston-Salem Club ranked among the top 10 in Sertoma International.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois

Wyeth announces

A new history-making antidiarrheal

For centuries, kaolin has been the standard adsorbent in the treatment of diarrhea. Now, Wyeth introduces POLYMAGMA, containing CLAYSORB, with a demonstrated adsorptive power five times that of kaolin. POLYMAGMA exerts a proved synergistic antibiotic action against many strains of intestinal bacterial pathogens. It is potently adsorptive for the removal of irritants and bacterial toxins. It is physically protective. It is essentially free from the risk of inducing sensitization to systemic antibiotics. It is refreshingly palatable, even to the taste of the diarrhea-afflicted patient.

INDICATIONS: (1) The symptomatic treatment of diarrhea. (2) The specific treatment of bacterial diarrhea due to streptomycin- or polymyxin-sensitive organisms.

DOSAGE: Adults—4 teaspoonfuls (20 cc.) 3 or 4 times daily according to response. Infants and Young Children —2 teaspoonfuls (10 cc.) 3 times daily according to weight and response.

SUPPLIED: Bottles of 8 fl. oz.

YOUR COST: $4.75 (based on minimum direct order)

Be ready for prescription demand!

Stock now!

Polymagma*

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Dihydrostreptomycin Sulfate, Polymyxin B Sulfate, and Pectin with Claysorb* (Activated Attapulgite, Wyeth) in Alumina Gel

NCPA Schedules Ten District Meetings

Nine of the ten district chairmen met in Chapel Hill on September 24 to formulate plans for a series of NCPA District meetings this fall. The first meeting will be held in Asheville on October 22, followed next day by a similar get-together in Salisbury at the Yadkin Hotel and on October 24, in Charlotte at The Hotel Charlotte.

Seven district meetings are planned for November: Washington, Nov. 5; Elizabeth City, Nov. 6; and Goldsboro Nov. 7. Wallace, Nov. 12; Fayetteville, Nov. 13; Winston-Salem, Nov. 19 and Durham, Nov. 20.

With minor exceptions, the program will be the same in all districts: 3:30 P.M., registration; 4:00 P.M., Welcome by President Blanton; One-hour "Open Forum" session; 5:00 P.M., Demonstration of the National Charge-Posting System; 6:00 P.M., Dinner and Entertainment; 8:00 P.M., Employee Compensation, Bonus and Incentive Plans; 8:30 P.M., The N. C. Dental Formulary—Its Potential Impact on Rx Volume; and 9:00 P.M., "Master Salesmanship—A Challenge."

The district chairmen (pictured below) will preside and a pharmacist from each district will act as moderator at the "Open Forum" sessions. Representatives of the National Cash Register Company and the N. C. Dental Formulary Committee will attend each session. The Talk on "Master Salesmanship" will be by an exceptionally gifted speaker, Frank Errigo of Parke, Davis & Company.

NCPA members may bring their wives to the meetings. No registration fee but a charge will be made for the dinner. Further details and reservation forms being mailed direct to NCPA members.

PLAN NCPA DISTRICT MEETINGS: Seated (L to R)—W. Dorsey Welch, Jr., T. J. Ham, Jr., Sam W. McFalls, C. D. Blanton, and W. B. Gurley. Standing—G. E. Andes, B. R. Ward, W. L. West, W. J. Smith, E. R. Fuller and B. Cade Brooks.

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2 OUT OF 5 WHO USE AN ETHICAL PROPHYLACTIC MULTIVITAMIN PREPARATION, BUY UNICAP*

When you display and push this recognized leader in the daily maintenance field, you are helping to keep the vitamin business in the drug store, the ethical home for ethical pharmaceuticals.

UNICAP

*TRADEMARK, REG. U.S. PAT. OFF.

MD's Attend Club-Sponsored Barbecue Party

Greensboro Drug Club-sponsored barbecue party for local doctors was held on September 20, with about 150 persons present.

An annual affair, the party grows more popular each year. No program, no speeches; just good fellowship and plenty of food.

The committee on arrangements this year consisted of M. G. Morris, chairman, assisted by Sam McFalls, D. V. Walker, Jack Ranzenhofer, Steve Frontis and Steve Forrest.

Dean Brecht and several faculty members of the UNC School of Pharmacy attended the party as guests of the club.

Statement by Governor Luther H. Hodges

North Carolina will observe National Pharmacy Week October 6-12. This special week is sponsored by the American Pharmaceutical Association, the pharmacist's national professional society.

The theme of this year's observance is "Your Pharmacist Works for Better Community Health." Pharmacists are essential members of the team of professional persons who administer to our people's health needs. They conduct their businesses on a high professional plane that has won them the respect and confidence of the public.

In recognition of the importance of pharmacists to our State and Nation, I am glad to designate the week of October 6-12, 1957 as **National Pharmacy Week in North Carolina** and salute our pharmacists for the contributions they make to over-all community health.

Rx Volume-Building Ideas Discussed at Winston-Salem Meeting

With President R. O. Cox presiding, the Winston-Salem Drug Club met at The Steak House on September 19 with about 40 members present.

NCPA Secretary W. J. Smith was guest speaker. Topic of his talk was "Fifteen Ideas for Developing Prescription Volume."

President Cox announced committee assignments for the year: Attendance, R. N. Tesh; Program, Charlie Davis; Publicity, W. A. Simmons; Bulletin, Roger Sloop; Membership, Gilbert Hartis; Sick, Craig Lewis and Food, Mrs. Howard Fox.

A special National Pharmacy Week committee, consisting of Leslie Myers, Jimmy Darlington and Wilson Simmons, was selected to work out details of the club's participation in this national event.

The members voted to increase annual dues from $6 to $10; to enroll new members with goal of total membership of 100 persons.

Plans for an October picnic and a Christmas party were discussed.

W. A. Gilliam announced members of the club had been invited to a dinner sponsored by the Forsyth County Medical Society. The dinner, scheduled for November 12, will be followed by a panel discussion of mutual problems.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House, Owned and Operated by Registered Pharmacists

We Appreciate Your Business

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Notice of Proposed Amendment to the Rules and Regulations of the Board of Pharmacy

At the January 21, 1958 meeting of the Board of Pharmacy a proposed amendment to the Rules and Regulations of the Board will be considered as provided for in G. S. 90-57. This proposed amendment will deal with "patent or proprietary preparations" and is set our below.

Section 5 of the Rules and Regulations of the North Carolina Board of Pharmacy is hereby amended by inserting a new subsection immediately following subsection 6 and before subsection 7 and labeled subsection 6-a to read as follows:

"Patent or Proprietary Preparation" as used in G. S. 90-71 and G. S. 90-75 means a medicinal preparation which is intended (and has not been found by the Board of Pharmacy to be unsafe) for use in the cure, mitigation, treatment or prevention of disease in man or other animal pursuant to self-diagnosis; when the same is identified by and sold under a trademark, trade name or other trade symbol, privately owned or registered with the U. S. Patent Office; the name of which preparation must not contain as a part of the title under which it is marketed any U.S.P. or N.F. Official Name or synonym (except such preparation as is designated by statute or by the Board of Pharmacy and which from time to time may be so designated as a non-poisonous domestic remedy); which preparation is not identical in composition with any U.S.P. or N.F. drug or preparation irrespective of whatever name or trademark by which the same may be known or called (except such preparation as is designated by statute or by the Board of Pharmacy and which from time to time may be so designated as a non-poisonous domestic remedy); which preparation is sold in the original and unopened package of the manufacturer or primary distributor; which preparation does not contain any ingredient (or ingredients) to an extent that a total of two (2) avoirduprois ounces or two (2) fluid ounces of such preparation, or, if in tablet, capsule or other dosage form, in a total of twelve (12) such dosage forms, that would cause it to be classed as a 'poison' as defined in Section 4.6 of the Rules and Regulations of the Board of Pharmacy; which preparation is sold or offered for sale and is advertised for sale to the general public by the manufacturer or primary distributor; and which preparation meets all of the requirements of the Federal Food, Drug and Cosmetic Act and the North Carolina Food, Drug and Cosmetic Act and regutions promulgated under either of these; and the labeling of which preparation does not contain the legend, 'Caution: Federal Law prohibits dispensing without prescription,' or any other legend or statement of like import."

Any person desiring to comment on the proposed regulation should communicate with the secretary of the Board of Pharmacy in writing setting forth any exception or addition to the proposed regulation.

Reciprocity

Pharmacists licensed by reciprocity from other states:

Philip Francis O'Donnell, Jr., Southern Pines Pharmacy, Southern Pines. From Indiana.

Ed Lee Niles, 126 Pine Road, Norris, Tennessee. From Tennessee.

"DON'T TAKE A CHANCE"

Most of us do just that ! ! !

How?—By not adequately insuring our property.

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F. O. BOWMAN
North Carolina State Agent
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Chapel Hill, North Carolina

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1812 Marion Street
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NOW! THE BEST IN BOBTAILS

By *Stanley Knight*

NEW TYPE CORRUGATED AREA—Recessed, does not drain into sink. Separate drain for waste liquids.

ONE-PIECE DRAWN SINKS—No cracks or crevices. Sinks are one-piece drawn stainless steel for easier cleaning, better sanitation.

FINGERTIP DRAIN RELEASE—No more reaching into hot or dirty water to drain sink.

Stanley Knight Bobtails also feature engineered refrigeration with separate refrigeration circuits—instantaneous water cooler—sanitary bottle storage and syrup rail with concealed refrigeration coils—one-piece heavy gauge stainless steel top and all steel construction throughout.

CHOOSE FROM 5 MODELS

WRITE FOR STANLEY KNIGHT CATALOG OF FOUNTAIN AND LUNCHEONETTE EQUIPMENT TODAY

BERRYHILL FOUNTAIN SALES CO.

P. O. BOX 3251—CHARLOTTE, N. C.
PHONE EDISON 2-8945

In "Operation Trade-Up"

"Large" Profits: Yours Just for the Asking!

How would you like to multiply the income from your soda fountain by two, three —even ten times—and all without changing more than your frame of mind and your sales approach?

The possibility of doing just that is part of the challenge issued by the Fountain Sales Department of The Coca-Cola Company in "Operation Trade-Up," a sales promotion plan being introduced currently on a nation-wide basis.

The fundamental idea is not new: not to the thousands of fountain owners who have for years practiced the same selling principles in other departmenrts of their stores. It revolves around the simple goal of making as many profitable sales to a single customer as is possible. In the trade, the practice sometimes is referred to as "writing the big ticket."

There are two basic methods used in accomplishing this profit-worthy objective. First, the effort to sell the "larger size"—the "deluxe model"—the "top of the line." When a customer asks for toothpaste, you suggest the "giant size" tube. A shopper for candy is gently guided in the direction of the five-pound box.

The second method is the "related item" sale, and here the limit is dictated only by the interest and imagination of the person behind the counter. "Buying a certain shade of lipstick? How about this matching nail polish? And while you're at it, this cosmetic kit—this manicuring kit, etc."

Successful merchants in other lines have taken **your** measure many a time as you moved as a customer about the market place. Bought a television set lately? Chances are you came out with a larger screen—a "smarter" cabinet—and more "additional features" than you had any idea of buying when you went in the store. Or—even more typical—how far was the last **car** you bought from the model you had in mind when you took that first unwary step into the showroom?

Appliance and automobile salemen have perhaps been the truest pioneers and most aggressive champions of "trade-up" through the years, with other types of retail outlets following along at varying distances to the rear. Drug stores, as mentioned earlier, have also done noteworthy jobs of realizing this "extra potential" from each customer—but seldom at the fountain. Yet the fountain is the department most ideally suited for it by traffic, through visual merchandising opportunities, and by "appetite appeal." The American soda fountain, one of of the real "bell-cows" in the profit department of the well-run drug store, has yet to take fullest advantage of the enormous potential possible through "trade-up."

It is this failure to realize all the profit available for the asking to soda fountain operators that recommends co-operation in "Operation Trade-Up." It is in the interest of helping dealers across the country realize this extra potential that more than three-hundred Fountain Department representatives of The Coca-Cola Company are talking "Operation Trade-Up" wherever they go in regular, daily calls to the retail trade.

A bit of historical background seems in order. In the very early days of the soda fountain, the people who sold Coca-Cola—the unique beverage discovered in Atlanta in 1886—were instrumental in developing the pricing structure at fountains by featuring a 6-ounce glass for a nickel.

This setting of a 6-ounce standard was justified by conditions in the market place in those early days. Fountains at that time were primarily places to pause and refresh —to meet friends—to gather with schoolmates. Inevitably, they became favorite rallying-points for the teenage set, and these youngsters had neither the desire—nor the money—for large drinks at large prices.

Time, of course, has changed all that. While still as popular with the younger set, the modern soda fountain has added a more

. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal. Could you cut me in?

"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

sells your store . . .

Sealtest
TRADE MARK
ICE CREAM

OPERATION "TRADE-UP"

stable, more solid clientele among adults: among working people, executive, fathers, mothers. The modern customer—even the teenager—has money to spend: more and more money these days—and they have proved by their growing patronage that they **like** to spend it at the soda fountain.

Another factor is equally important in the emergence of the fountain from small-sale status to its present position of leadership in the area of store profit: namely, the introduction of food service. Scarcely a fountain these days is not equipped for **some** sort of food service. A simple grill puts you in the hamburger business, and the sky's the limit from there on.

Because people naturally **like** larger drinks with food orders, the series of events leading up "Operation Trade-Up" became inevitable. Fountain after fountain began featuring Coca-Cola in both "regular" **and** large-size glasses. On a limited basis at first—then more and more as they got used to it—customers demonstrated a liking for the larger drink.

They demonstrated something more important, too: that they are quite willing to **pay more** for larger drinks at the fountain. The "giant" lemonade is a higher-priced item, for example, with no questions asked. The second cup of coffee brings out a second coin these days—and no customer dissatisfaction.

As had been proven quite clearly in the years of experience with the "regular" glass for Coca-Cola, customers seemed to prefer their favorite fountain beverage in a recognizable, identified package. For this reason, and to give dealers the advantage of the running trend to the larger drink, The Coca-Cola Company in 1955 introduced the new larger glass for their product. Bearing the familiar invitation to "Drink Coca-Cola," and made with the same distinctive features already familiar in the 6-ounce version, the new glass soon took a prominent place in the planning of aggressive fountain operators.

One of the nation's large drug chains—a chain noted for its advanced merchandising ideas—was among the first to run a controlled test with the new glass. On one high-traffic weekend, they instructed every fountain attendant to ask "large?" whenever a customer ordered Coke. The results were staggering: more than 65% of all customers for Coke chose the large size when it was suggested, even though the regular-size was available for half as much money!

This demonstrated to the complete satisfaction of the chain's management, and to its fountain personnel, the "new era" that had turned the corner following World War II. Now there existed a **double-barreled** opportunity to make money on the most asked-for soft drink in the world: the familiar regular-size glass of Coke—known, advertised and preferred for 70 years—and the new, heavily promoted "large" size.

The "regular" size, still preferred by thousands of customers as the ideal serving for a refreshing pause, the "large" size, winning more and more acceptance as a companion with food orders, and for the "extra thirsty" customer.

Even the most amateur mathematician could work out the figures for himself: if 100 customers buy the "reguar size" glass of Coke, the income is $5. **But** when 65 customers cheerfully pay the dime for a "large" glass of Coke—the intake reaches $6.50 in a hurry. Other 35 "regular" sales at a nickel raise the return to $8.25, a 65% **higher check average** on this one product from the same customers!

On a slow-moving item, a 65% increase would be helpful—but when the item in question is the most asked-for trade-marked product sold at the fountain, it opens exciting vistas of easy-to-get new profits. And that's the basis of phase one of "Operation Trade-Up." It's as simple as asking "large?"

Phase two is even more promising. "Trading-Up" to the "large" Coke takes care of only one of the basic principles with which we started. It is in the second principle—related-item selling—that the real gold mine can be found at the fountain. Because of its perfect acceptability as a beverage choice with any type of food item—because of its demonstrated leadership in consumer preference—there is with Coca-Cola a tremendous opportunity to "trade-up" to a higher check average from each customer.

A snack-time customer who asks for Coke is a natural target for a sandwich sale—for

OPERATION "TRADE-UP"

a piece of cake—for a package of crackers. And at mealtime, Coca-Cola offers the **lowest service cost** of any comparable beverage! When combined with the "food" special and a dessert item, Coke helps raise the check average per customer to a point far above the original yield.

Finally, there is phase three for stores in a drug-variety store classification translation of a customer's purchase of Coca-Cola into sales in **other** departments of the store. In extensive tests, Company officials have discovered, in many different types of stores, that the "refreshed shopper" stays longer and buys more. The tired, uninspired customer who enjoys the "pause that refreshes" with a "large" Coke at your fountain becomes a revived, a reinterested customer, who promises to be more receptive to merchandising effort throughout your other departments.

It all adds up to a three-pronged pitchfork on which alert fountain operators can "toss more hay into the barn:" the opportunity to add at least 65% to income from sale of Coca-Cola alone, simply by having attendants say "large"; the chance to get higher check averages (and profits) through related-item food sales; and the challenging opportunity to realize substantial "add-on" (and profits) from the "refreshed shopper."

To help interested dealers in taking fullest advantage of "Operation Trade-Up," The Coca-Cola Company has packaged attractive kits of colorful, sales appealing advertising materials which will be given free of charge to outlets entering the program. Included are banners for backbar or other location, stickers, streamers, lapel ribbons, and many other items. In addition, company representatives will make wide usage of more standard pieces—such as the familiar backbar festoons, over-the-wire food banners, etc. —to merchandise a fountain during the promotion.

Conceived in simplicity, based on bedrock fundamentals of good sales practice, and nourished by the people—the planning—and the prestige of The Coca-Cola Company, "Operation Trade-Up" is finding a warm welcome from profit-conscious dealers.

The opportunity for "add-on sales" in other departments of store offers special challenge to fountain operator. Tests indicate that the customer who stops at the fountain to pause and refresh with Coca-Cola spends more money **throughout the store.**

New Pharmacies

New pharmacy permits issued following the September 17 meeting of the State Board of Pharmacy:

Bailey Rexall Drug Store, Inc., 108 Fourth Street, Spencer. A. K. Bailey and others, owners; B. C. Lindsay, pharmacist in charge.

Stanton's Pharmacy, 405 Broad Street, New Bern. W. H. Stanton, owner and pharmacist in charge.

Easley Drug Store (colored), 527 East Nash Street, Wilson. Mrs. Willa V. Easley, owner and pharmacist in charge.

Franklin Drug Store #3, 4701 High Point Road, Greensboro. Russell E. Franklin, owner; F. Hampton Langdon, pharmacist in charge.

Boonville Pharmacy, Boonville, N. C. F. G. Weatherwax, owner and pharmacist in charge.

Riedsville Drug Store (colored), 108 West Market Street, Reidsville. T. R. Gatling and F. W. Gatling, owners; T. R. Gatling, pharmacist in charge.

Change in Ownership

Lumberton Drugs, 419 North Elm Street, Lumberton. J. C. Jackson, J. E. Bryan and others, owners; Earle G. Caldwell, pharmacist in charge.

Kenilworth Drug Store, 489 Biltmore Avenue, Asheville. J. C. McGee, Jr. and Sr., owners; J. C. McGee, Jr., pharmacist in charge.

The Million Dollar Collection of Parke, Davis "History of Pharmacy in Pictures" will be on exhibit in the Morehead Planetarium Building, Chapel Hill, the entire month of December. Plan now to see this outstanding series of forty original oil paintings, and, while in Chapel Hill, see the Christmas Planetarium Show (Same building); Nights and Matinees on Saturday and Sunday.

Howell Hall Happenings

The two new members of the faculty are Dr. Claude Piantadosi and Mr. Edward Marvin Smith.

Dr. Piantadosi was appointed Assistant Professor of Pharmaceutical Chemistry and will teach the dispensing courses and graduate courses. He received the following degrees: Bachelor of Science at the Brooklyn College of Pharmacy, Long Island University; Master of Science at Columbia University College of Pharmacy; and Doctor of Philosophy at the University of North Carolina. He received the W. C. Coker Award of the Elisha Mitchell Scientific Society in 1955 for the best research paper of the year at the University of North Carolina. He taught one year each at Butler University in Indianapolis and Fordham University in New York City before coming back to Chapel Hill. He is married and has three children.

Mr. Smith was appointed Instructor in Pharmacy Administration and will teach the courses in drug store management, accounting, and pharmaceutical jurisprudence. He is a native of Matthews, North Carolina and graduated from the University of North Carolina with the degree of Bachelor of Science in Pharmacy in 1953. He was a member of the Rho Chi National Honorary Society and served as president of the Dialectic Senate, an unusual distinction for a pharmacy student. He received the Pharmacy Senate Award at Commencement. In June he completed service in the navy as a commissioned officer.

There were 247 undergraduate and 12 graduate students registered for the fall semester. For the second consecutive year this is a new high total of undergraduate students resulting in the necessity for doubling students in some of the laboratory spaces.

Excellent progress is being made on the development of detailed plans for the new pharmacy school building. Approval of preliminary sketches was completed on September 21 by the Committee on Buildings of the Board of Trustees.

Professors E. A. Brecht, Earl T. Brown, and Sigurdur Jonsson attended the Pharmacist of the Year Award Dinner for Mr. W. A. Ward at Swannanoa on September 9. A leisurely trip during the day enabled visits to a number of new or newly remodeled pharmacies. The group returned to Chapel Hill the same night making a round trip of 500 miles.

The following students served as counsellors for new students in the School during freshman orientation which began on September 12: Hugh Hinton, of Middlesex as Chief Counsellor, Billy Allen of Raleigh, Sue Ballantine of Hamlet, Foy Bradshaw of Rocky Mount, Robert Cromley of Raleigh Nancy Faison of Rockingham, and Joe Farrar of Elizbeth City. The willingness of these students to come to Chapel Hill early for this important work is greatly appreciated.

All new students in the School of Pharmacy were required to take the reading examination to test speed and comprehension. The early detection of weakness in these first requirements of scholarship was expected to help students in requesting assignment to voluntary remedial laboratory work offered free by the University Testing Office.

Students were appointed as undergraduate laboratory assistants: Ronald Austell, Shelby; Donald Carter, Dallas; Edith Caviness Lillington; Donald Chapman, Winston-Salem; Ray Hagwood, Raleigh; James Inabinet, Winston-Salem; and Christine Manos Fayetteville.

Miss Virginia Carswell, third year student from Spring Lake was appointed assistant librarian for the pharmacy school.

Professors Brecht, Brown, Jonsson, Piantadosi, and Smith thoroughly enjoyed the hospitality of the Greensboro Drug Club at their annual barbecue for the physicians on September 20.

Mrs. Decie Kirk Kenyon completed more than 4 years as secretary in the School of Pharmacy on September 27. Her resignation was accepted with great regret so that she might join her husband who is in military service in Germany.

Mr. Rand P. Hollenback, Grand Secretary of Phi Delta Chi generously presented issues of "The Communicator" from the time that the Alpha Gamma Chapter was organized at the University of North Carolina for the pharmacy library. "The Mask" of Kappa Psi is also filed in the School of Pharmacy Library.

HISTORICAL NOTES

By Alice Noble, *Research Historian*

Henry W. Lewis, Assistant Director of the Institute of Government and Research Professor in Law and Government of the State University, told us this story about his great-great-grandfather, Dr. Henry Lewis, of Lawrenceville, Va. Dr. Lewis was a member of the Class of 1814 of the University, became a physician, and practiced his profession in Lawrenceville until his death in 1879. It is thought that he had a small apothecary shop in connection with his physician's office as was the custom of the time. Anyway, one of his most prized possessions was a copy of the first edition of the **United States Pharmacopoeia,** published in 1820 The volume must have been one of his greatest treasures for in it he recorded family history of importance—births, marriages, deaths, etc.—which are usually preserved in the family **Bible.** The book became not only a major pharmaceutical reference, but a valuable family history.

Descendants of the Lawrenceville physician today live in Jackson in this State. A later physician of the same family and name, was licensed as a pharmacist in 1881 and owned a drug store in Jackson until his death in 1924. He was the grandfather of the Chapel Hillian who gave us this story.

Honored by Baptists

C. E. Page, Jr., retiring Sunday School Superintendent of the Henderson First Baptist Church, was recently presented an inscribed scroll in recognition of his nine years' leadership as head of the Sunday School.

When Mr. Page became superintendent, the Sunday School had ten departments and 85 officers and teachers. Today it has 24 departments and 200 officers and teachers.

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DOINGS

OF THE AUXILIARIES

REPORTERS

Greensboro—Mrs. George H. Steele, Jr.
Rowan—Mrs. R. B. Julian
Raleigh—Mrs. W. W. Jordan

Greensboro

First official meeting of the Greensboro rug Auxiliary for the year was held Sep-mber 24 at the Mayfair Cafeteria. Our eaker was Miss Carol Stoker who is well own to television audiences for her pro-am "Second Breakfast," carried on FMY. Not only was her talk interesting, t it was thought-provoking as well. Her bject was Pay Television vs. Free Tele-sion, and her presentation of both sides of e argument put the controversial topic narely before us.

Plans for our first fund-raising project re presented by our Ways and Means airman, Mrs. W. E. Davis. Wednesday ght, October 23, will be set aside for an xiliary benefit bridge party, to be held at Dolly Madison Room of Guilford Dairy. A review of our picnic with the Drug Club ptember 12 revealed a total of 109 adults l 30 children present. Excellent food and od company were enjoyed by all.

Letters were read by Mrs. E. R. Kinard from Mr. W. J. Smith and David Mont-nery, recipient of our annual scholarship. Our President, Mrs. Marion Edmonds, an-nced the committee membership for the v year, and reports were given by the ious chairmen.

Hostesses for the meeting were Mrs. E. S. ite, Mrs. L. D. Russell, Mrs. G. H. Steele, , and Mrs. J. T. Sarvis. Mrs. J. A. Ran-hofer received the door prize. A gift s also given our speaker.

Rowan

The Rowan Drug Auxiliary began its fall ivities Wednesday, September 18, with a cheon meeting at the Country Club, isbury.

Mrs. George Albright, Jr., presided over a business meeting in the club lounge. Devotions were given by Mrs. M. L. Joye. Minutes of the last meeting and a treasurer's report were given by Mrs. Robert Julian.

The hostess-chairman, Mrs. Robert Milton, informed members of their duties for each month. Mrs. Harold Kenerly, membership chairman, introduced Mrs. Bob Jordan, a new member. It was decided that the club will send out invitations to prospective members within the next month.

Mrs. Edwin Fuller gave a report on the way the contribution was used last May to help furnish the ladies' lounge in the School of Pharmacy at the University of North Carolina.

The fact that the Auxiliary is a social club rather than a project-making one was again stressed.

After adjournment luncheon was served to 11 members. The table was decorated with an arrangement of dried flowers which was later presented as a door prize to Mrs. Joye.

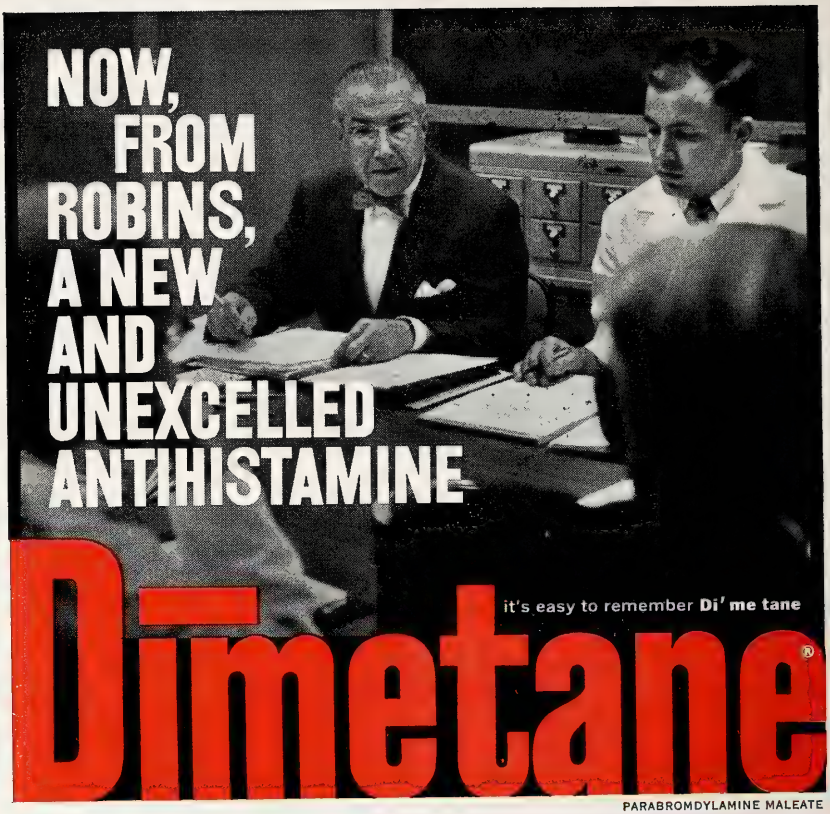
Raleigh

The incoming and out-going officers of the Raleigh Woman's Drug Club were hostesses at the first meeting of the year on Thursday, September 5th, at the Woman's Club.

The officers for the coming year were installed by Mrs. W. F. Elmore, past president. They are as follows: Mrs. R. L. Brown, President; Mrs. H. P. Ferrell, Vice-President; Mrs. Romas White, Secretary; Mrs. Joe Gillespie, Treasurer; and Mrs. W. W. Jordan, Reporter.

Mrs. R. L. Brown presided over the meeting and plans were discussed for the new year. The committee chairmen and co-chairmen were announced and are as follows: Ways and Means, Mrs. H. P. Ferrell, Chairman, and Mrs. Ralph Woodcock and Mrs. H. G. Price, Co-chairmen; Entertainment, Mrs. Larry Auckland, Chairman, and Mrs. W. W. Murray and Mrs. W. F. Elmore, Co-chairmen; Telephone, Mrs. George Bryan, Chairman; Sick and Cheer, Mrs. D. L. Jordan, Chairman; Membership, Mrs. Ben Harward, Chairman.

Following the business, refreshments were served by the hostesses, and bridge and canasta were played.



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»it's a new and unexcelled antihistamine: Milligram for milligram, DIMETANE potency is unexcelled. DIMETANE has a therapeutic index unrivaled by any other antihistamine—a relative safety unexceeded by any other antihistamine. DIMETANE, even in very low dosage, has been effective when other antihistamines have failed. Drowsiness, other side effects have been at the very minimum. *»it's now being intensively advertised and detailed to develop its fullest profit potential for you fast!*

Packaging: **Dimetane Extentabs®** to protect the allergic patient for 10-12 hours on just one tablet: 12 mg. each, bottles of 100 and 500.

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Dimetane Elixir to provide potent, well tolerated antihistamine therapy for the very young and those patients better maintained on this really good-tasting elixir: 2 mg. per teaspoonful (5 cc.), bottles of 1 pint.

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Deaths

RANSON FRED CARSWELL, SR.

Ranson Fred Carswell, Sr. of Winston-Salem died September 9 following a brief illness.

A native of Burke County, Mr. Carswell had lived in Winston-Salem for 37 years during which time he either operated or was employed by various pharmacies. For the past five years, he had operated the Waughtown Drug Store.

A brother, Paul, operates a pharmacy in Durham and a son, John H., is owner-operator of the Colonial Drug Co., Chapel Hill.

Births

Hargett

Peter Stowe Hargett, born Sunday, September 8, 1957 to Mr. and Mrs. C. B. Hargett, Washington, N. C. Mr. Hargett is pharmacist at Taylor Drug Company.

Lowder

Mr. and Mrs. James F. Lowder are announcing the birth of a daughter, weighing 7 lb. 2½ oz. on September 28. Mr. Lowder is pharmacist at City Hospital, Winston-Salem.

McDonald

William Russell McDonald IV, born to Mr. and Mrs. McDonald of Charlotte on August 23, 1957. Both parents are pharmacists, the mother being the former Joanne Schell of Wilmington. The unique "prescription" announcing the birth listed young William as weighing 7 lb. 12 oz. at birth.

Shown above—Members of the Woman's Auxiliary Constitution Revision Committee with Mrs. W. Dorsey Welch, Jr. (Extreme right), President.

L to R: Mrs. Edwin R. Fuller, Mrs. W. B. Gurley, Mrs. C. D. Blanton (Chm.) and Mrs. W. J. Smith. Meeting held in the newly furnished Woman's Auxiliary Room, Institute of Pharmacy, Chapel Hill.

New DISH-O-LATOR
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Specially designed for small and medium-sized restaurants, drive-ins, diners, coffee shops luncheonettes, institutions—and similar places serving patrons quickly with a minimum of attendants. Dish-O-Lator is a complete dishwashing system in one package. It does the whole job—even to the disposal of garbage—largely without the use of human hands. With one operator it handles as many as 3600 dishes in an eight-hour period. It is skillfully engineered and designed in every detail after thorough field tests. All elements are arranged to provide for a continous flow of operations. The Dish-O-Lator makes it easier to secure and retain competent help. Savings in labor, china breakage, and garbage handling will pay for the unit in a surprisingly short time. For the solution to your dish washing problems, come in and see this unit yourself, or write to us for complete information.

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Fabulous Financial Firsts

"Luck," someone once said, "is a word in which the most important letter is "u."

Hearing that, a lot of folks will probably mumble, "L," but history bears the statement out.

The world of finance is especially rich in Cinderella-type stories and the man who mutters that "A little fellow can't be a big success" has a few surprises awaiting him. For most great businesses—like you—started small.

Take the case of the young storekeeper in Utica, New York. On a chilly afternoon in February, 1879, he hung a freshly painted sign over his door. "The Great 5¢ Store," it said.

A woman, holding a circular she had received the day before, knocked on the door. The proprietor, a young fellow named Frank, answered it.

"Is this true?" she asked, holding up the circular that offered "fire shovels" at 5 cents each.

On being assured it was, the woman bought one. Frank wrapped it up and, as the woman left, he dropped her nickel into the till.

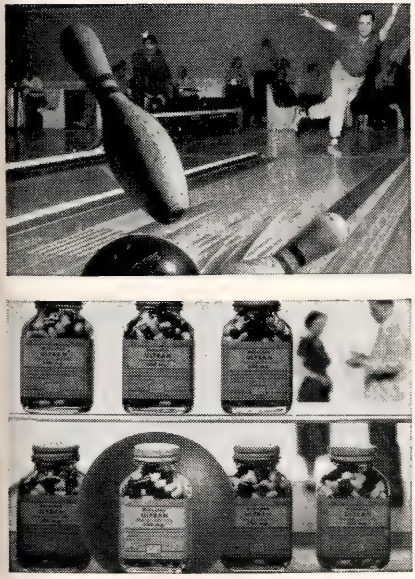
With that modest sale in a store measuring a scant 14 by 25 feet began one of the most phenomenal enterprises in the history of the United States.

Up to a month previously, the young man had been senior clerk at Moore & Smith, a retail store in Watertown, New York, where he helped introduce a "5¢ counter." After watching the rapid success of that idea, Frank asked Mr. Moore to help him financially in establishing a 5¢ store of his own.

Reluctant and with misgivings, Moore extended credit to Frank for goods to the amount of $350. The young clerk selected a balanced stock totalling $315.41 and promised to send in his shipping order later.

Frank then left on a scouting trip to Syracuse, Auburn, Rochester, Rome and Utica, New York. He considered Utica—then a thriving city of 35,000—the most

(Continued on page 468)



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Intensive promotion of its definite product advantages has started 'Ultran' (Phenaglycodol, Lilly) rolling. Prescription demand is rapidly gaining momentum. Enough stock to handle a "strike" of new prescriptions is the all-important follow-through. It's easy to maintain adequate inventory when you take advantage of our quick, competent service. To be *sure* you don't run out, ask our salesman to check your stock of 'Ultran' on every call.

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FINANCIAL FIRSTS

promising location for his business. There, on a street away from the shopping district, he chose a tiny store. Rent was a dollar a day, but would not be due for thirty days.

Then he wired shipping instructions to Moore & Smith. Before the stock arrived, Frank had improvised fixtures of rough boards covered with cambric, bought necessities such as a hatchet, a box opener and a broom, and hired two young clerks.

Today, the F. W. Woolworth Company employs some 90,000 people and operates over 2,000 stores.

Or consider the incident that occurred during the panic of 1857. Jeremiah Milbank, a wealthy banker, was traveling on a train from New England to New York. When the train stopped at a station in Connecticut, a thin, shabbily dressed man got on and sat down beside Milbank.

The stranger was obviously nervous and worried. His expression spelled but one thing—hopeless discouragement. Presently he could contain his anxiety no longer. He added his own woes to the general gloom of the country by telling Milbank: "I'm penniless. I've mortgaged all my property, spent every cent I had on an excellent invention, and just as I was ready to go into production, the panic struck. Now I've lost everything—property, money . . . even hope. And on top of it all, I'm being sued."

Something about the stranger aroused Milbank's interest instantly. He asked him many questions. The stranger's replies revealed that his invention was a process of producing condensed food. There was, he said, a dire need for this.

After an hour's conversation, Milbank was so impressed by the stranger's dream of serving the public that he startled him with an offer to help.

"I'll stake you," Milbank said. "I'll advance enough money for you to pay your debts and make a new start."

The banker's faith paid good dividends. It enabled the stranger to form a company that soon became a giant and one of the world's largest suppliers of food.

The name of the nervous stranger was Borden. Gail Borden.

FINANCIAL FIRSTS

If these 19th century Horatio Algers seem remote, there are plenty of modern versions of giant businesses born of humble beginnings.

One of the most outstanding ones began in 1918 in Richland Center, Wisconsin. Three young men—John O'Connell, Sigurd Odegard and J. A. Pratt—who believed the end of World War I marked the beginning of a new era, pooled their savings to buy out the local telephone company.

Mrs. O'Connell was their secretary.

By 1920, they changed their business from a partnership to a corporation which they called the Commonwealth Telephone Company. They continued expanding, though in a small way, by purchasing tiny exchanges around Madison. By this time, Pratt had sold his interest to Odegard and O'Connell.

Six years later, Odegard vacationed in California, where he became interested in a small independent telephone company in Long Beach, a few miles south of Los Angeles. But Commonwealth had neither the capital nor the borrowing power to raise the money to buy the Long Beach property.

To the rescue—a Chicago friend of Odegard who saw the possibilities of such a venture. A new company, Associated Telephone Utilities Company, was born on August 13, 1926.

Expansion was rapid and by the early 1930's ATU held properties in 25 states with a value of almost $50 million. The depression brought difficulties—and reorganization. Renamed the General Telephone Corporation (with offices in New York), the company began the long trek upward.

Today, under the dynamic leadership of President Donald C. Power, General Telephone serves about 4,300 communities—more than 3 million phones—coast to coast in parts of 30 states. A great boost to this growth was the 1955 merger with Theodore Gary and Company—largest merger of assets in this nation in more than a quarter of a century. Latest addition to General's overall strength is Peninsular Telephone Company.

What's your desire? Whatever it is, odds are some fellow's racking his brain right now in an attempt to cater to it.

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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

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Report on the School of Pharmacy, U.N.C.

By E. A. BRECHT, *Dean*

President Tyson, members of the North Carolina Pharmaceutical Association and guests: The annual opportunity for reporting briefly on the activities at the School of Pharmacy is greatly appreciated. Each year a detailed report is prepared for the Chancellor. It would take about one hour to read this report. Therefore, it is necessary to confine this report to the highlights of the activity, repetition of the answers given to the questions that are asked most frequently, and information to anticipate questions that you may wish to ask. Extra copies of the report to the Chancellor are always prepared and a copy will be sent to any pharmacist who may request it.

This report always includes the statement that the School of Pharmacy of the University of North Carolina is accredited by the American Council on Pharmceutical Education as a Class A school and that the school is fully accredited by all state examining boards because we are proud of this legal qualification.

The question of accreditation came up recently when the president of a southern university wrote to our Chancellor to ask whether the School of Pharmacy was going on the five year curriculum only to maintain its accreditation. Since the Chancellor is not a pharmacist the question was referred to me. In thinking about the answer it was realized that while full accreditation is extremely important it was in reality a secondary reason. Primarily, our school will go on the five-year curriculum in acceptance of a great American principle: majority rule. The decision was conclusive at a ratio of 4 to 1 in favor of the extended program of education for pharmacy.

At this point I would like to answer a question which has been asked several times since my arrival in Charlotte, "When does the five-year curriculum begin?" The answer is very clear. It begins in September of 1960.

It is not so clear when the four-year curriculum will be offered for the last time. Recently, the decision was announced by the American Council on Pharmaceutical Education that the four-year curriculum cannot be offered after September of 1959. This decision is not consistent with the new by-law of the American Association of Colleges of Pharmacy which would allow the last four year class to begin in 1960.

In either case, as the curriculum is extended by one year there could be a hiatus of one year when there would be no graduating class. This would be intolerable in North Carolina where the shortage of pharmacists is extremely acute. It is possible to avoid this problem by taking two classes of beginning students, in 1959 or 1960, half of them of the four-year curriculum and the other half on the five-year curriculum but both classes of full size. The difference in the two classes will be that the five-year them on the four-year curriculum and the group will take more academic subjects during the first and second years of study to gain full advantage of the extended program to gain a broader education particularly in the so-called cultural subjects. This plan can be worked out without requiring any extra teaching of the regular pharmacy courses.

Last fall there were 241 undergraduate and 9 graduate students in the School of Pharmacy. This is the largest number of students in the history of the school exceeding the preceding maximum of 230 undergraduate and 7 graduate students in 1948. However, this new maximum does not mean that more students have been admitted to the school. Instead, it means that there has been better success of the students to remain in the school. This is shown by a better normal balance of the students in each of the four classes.

In the selection of better students a new development, in which the School of Pharmacy has been a leader, has been the use of entrance examinations: mathematics placement English placement, and college aptitude on a statewide basis. These examin-

ations are compulsory not only for the University at Chapel Hill but also its sister institutions at Raleigh and Greensboro. These examinations have been offered twice in the past six months throughout the state and are offered at 9:30 a.m. every Wednesday at Chapel Hill for those few students who may have missed the examinations when they were offered in or near their home communities.

This service has eliminated the necessity for asking each pharmacy applicant to come to Chapel Hill for the examinations and for a personal interview. In the place of the personal interview a series of questions is sent to the student. One of the important questions is the name of a local pharmacist who knows the applicant well enough to act as a reference on his personality and character and his prospect for becoming a pharmacist. The help of pharmacists in this important matter is greatly appreciated, and it is hoped that there is adequate return in the knowledge that the student has been spared the expense and trouble of a trip to Chapel Hill.

I notice that there are members of the faculty in the audience. At this time I would like to introduce them so that they may stand to be recognized: Dr. F. C. Hammerness, Assistant Professor Pharmacy Administration; Dr. Ben F. Cooper, Assistant Professor of Pharmacy; and Dr. Fred Semeniuk, Professor Pharmaceutical Chemistry. (Applause) I am very sorry that I must tell you that Dr. Hammerness has resigned from our faculty to accept a position at the University of Colorado so that he may return to his home territory in the west. He will be replaced by Mr. Edward M. Smith of Matthews, North Carolina who graduated from our school in 1953 and has just completed his military service as a commissioned officer in the United States Navy. We are very happy to add him to our faculty as the teacher of the drug store management subjects.

I am also happy to announce that Dr. Claude Piantadosi who graduated with the doctorate degree from the University of North Carolina in 1955 and has taught one year each at Butler University and Fordham University will return to our faculty as assistant professor of pharmaceutical chemistry. This additional man on the faculty will be most helpful in permitting some reduction of the heavy teaching loads of our faculty.

Our budget for the biennium beginning July 1st will include another new position created in response to the resolution of this Association passed two years ago at the Greensboro meeting. The position of a Director of Pharmacy Extension has been created to provide the same kind of service for the pharmacists that the County Agents have provided so successfully for the farmers. Pharmacy Extension will be operated in full cooperation with the North Carolina Pharmaceutical Association, the North Carolina Board of Pharmacy, and the Extension Division of the University.

I can also announce at this time that Miss Alice Noble will terminate more than 35 years of service in the School of Pharmacy on June 30, but I am very happy to add that she will begin a new position as Research Historian through sponsorship of the North Carolina Pharmaceutical Research Foundation. This position will enable her to develop the historical records of total pharmacy in North Carolina. I am personally grateful that she has accepted this new appointment for which she is so well qualified by her interest and experience.

The next item is our annual expression of appreciation to the North Carolina Pharmaceutical Research Foundation for its continued financial support. The new position for Miss Noble is an excellent example of the Foundation's activities. It is impressive to realize that the School has received $60,000 over a 10 year period. A more detailed report will be given by President McDuffie on this program. This annual aid from the Foundation makes the difference between a good school and what we think is an excellent school. Every pharmacist should accept his part in contributing to the Foundation annually to continue this good work.

I believe that North Carolina has an outstanding position in the nation in regard to the loyal support enjoyed by the School. The many gifts from pharmacists, wholesale drug companies, manufacturers, and local auxil-

UNC SCHOOL OF PHARMACY

iaries have not only continued but actually increased this year. We shall make very effort to earn the continuation of this support.

Beginning last year it was no longer possible to continue the annual custom of sending a catalogue of the School of Pharmacy to each drug store. This change was required on the basis of a reduced budget for printing. However, the number of catalogues is adequate to meet all requests, and it is hoped that interested pharmacists will send a card to the School for a catalogue whenever needed.

There has been a notable increase in good publicity on pharmacy in the newspapers of North Carolina. This improvement was enabled beginning last July 1 when Mr. Robert H. Bartholomew was appointed Public Information Officer in the Division of Health Affairs to devote full time to the important matter of public relations. His success has been very pleasing, and it has been based not only on an untiring energy but also constructive imagination for digging out worthy news items. Particularly pleasing has been his interest in providing special service to the small local newspapers published only once or twice per week.

The most important question right now is the prospect for a larger building for the School of Pharmacy. In this brief report I can let you know that the Governor's interest was proved last June when $25,000 was committed to a firm of experts to make an efficiency study of space utilization. This report has been completed and while the details have been far from perfect the space allotment has been quite satisfactory. The joint needs of a larger building for the School of Pharmacy and the remodeling of Howell Hall for the School of Journalism stands at the top of permanent improvements now before the Appropriation Committee in Raleigh. Every word from Raleigh is an assurance that this long standing need will be met this year. The firm of Holloway-Reaves, Architects of Raleigh has been picked for this project and we can expect full speed in the development of blueprints as soon as the appropriation is made.

How soon can a new building for pharmacy be completed? In a reasonably conservative schedule it can be expected that the building will be completed by September of 1959 and that the first class of increased size can be graduated in 1963. This presumes an increased class of freshmen one year earlier than the completion of the building. Where the School now graduates an average of 46 students per year, the new building will be intended for a graduating class of near 100. By careful calculation it is expected that it will take until 1975 for a satisfactory pharmaceutical manpower to be reached in North Carolina.

I have just returned from the national meeting in New York where a very satisfactory report was given concerning successful efforts toward the better recruiting of pharmacy students. The attractive brochure "Shall I Study Pharmacy" has been revised and given wide circulation. Two films were produced and I have received reports that they have been shown many times by the television stations and in the public schools of North Carolina. However, it seems to me that the best recruiting is done by ourselves, particularly by pharmacists. It is highly desirable to select prospective pharmicists early during their high school education. They should be told about pharmacy as a career and preferably given the opportunity to learn about it first hand by working in pharmacies. I might add that this is the best way for gaining pharmicists needed in individual pharmacies. While the recruiting of pharmacy students has never been a problem in North Carolina, it will be highly desirable to become more aggressive in gaining better students when a larger school becomes a reality.

I understand that there is a rumor in this part of the state that it is almost impossible to be admitted to our School of Pharmacy, that only 72 students are taken out of 500 applications. The situation is not quite this bad: we take 84 students each year out of 300 applications and 50 of these applications can be discounted since they come from students who are not residents of North Carolina and therefore cannot be considered due to the physical limitations in the size of our present pharmacy school building.

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"The House of Friendly and Dependable Service"

Raleigh, North Carolina

NOV 29 1957

1957 YEAR BOOK OF THE N.C.P.A.

The Carolina JOURNAL OF PHARMACY

Volume XXXVIII NOVEMBER, 1957 Number 11

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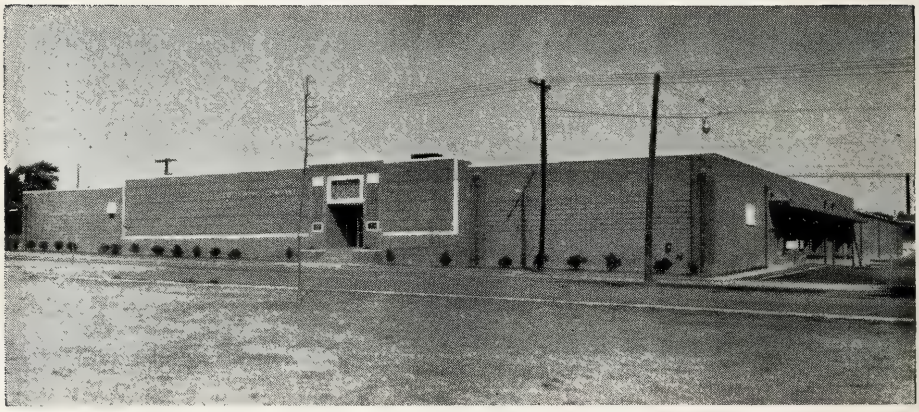

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THE CANDY OF THE SOUTH

TO OUR FRIENDS . . .

THE RETAIL DRUGGISTS

Straight from our "house" a note of thanks and appreciation to you for helping make this past year a most pleasant and successful one for Justice Drug Company.

We are ever thankful and mindful of the friendly relations through the year and wish for our many friends continued health and prosperity in the future.

TRY YOUR **DRUG** WHOLESALER FIRST

JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina Journal of Pharmacy

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CONTENTS

Officers—Committees—Delegates ... 478
Opening Session ... 479
Rite of the Roses ... 479
President's Address ... 480
Report on the President's Address ... 489

Reports

Dental Formulary ... 493
Legislative Committee ... 495
Fair Trade Committee ... 495
NCPA Secretary-Treasurer ... 497
Pharmaceutical Research Foundation ... 506
Extension Division ... 507
Woman's Auxiliary ... 510

Membership Roll

Life Members ... 512
Pharmacist Members ... 513
Associate Members ... 522
Honorary Members ... 423

Woman's Auxiliary

Officers ... 524
Committees ... 526
Minutes of the Business Session ... 526
Statement of Receipts & Disbursements ... 527
Committee Reports ... 529
President's Report ... 531

Traveling Men's Auxiliary

Officers—Governors—Members ... 533

State Board of Pharmacy

Seventy-Sixth Annual Report ... 540
Registered Pharmacists ... 556
Registered Assistant Pharmacists ... 577
Retail & Hospital Pharmacies ... 578

1957 YEAR BOOK

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NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

T. J. Ham, Jr., *Voting Delegate*.....Yanceyville
J. C. Jackson.....Lumberton

PROCEEDINGS

Seventy-seventh Annual Convention of the
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Hotel Charlotte

Charlotte

May 5-7, 1957

OPENING SESSION

The Seventy-seventh Annual Convention of the North Carolina Pharmaceutical Association opened Sunday evening, May 5, 1957 at 8 p.m. in the Hotel Charlotte at Charlotte, North Carolina. The President, J. W. Tyson, officially convened the group. Mrs. P. W. Kendall called to order the convention of the Woman's Auxiliary of the NCPA, and Mr. Stephen T. Forrest officially opened the meeting for the Traveling Men's Auxiliary.

As an invocation, Robert Neal Watson of Sanford read *An Apothecary's Prayer*. Mr. Herman Brown, Mayor pro tem-elect of Charlotte, welcomed the convention guests to the city, to which Sam W. McFalls, vice-president of the NCPA, responded.

W. Latham West of Roseboro spoke briefly of the North Carolina Academy of Pharmacy, stressing its use in recognizing extraordinary service rendered by pharmacists to their communities and to Pharmacy. In closing his remarks, he introduced William B. Gurley, first member of the Academy of Pharmacy, who presented certificates to the pharmacists who had qualified for membership: Gilbert Colina, Charlotte; Ben F. Cooper, Jr., Chapel Hill; J. C. Jackson, Lumberton; James W. Mitchener, Concord; Ralph P. Rogers, Jr., Durham; W. Dorsey Welch, Jr., Washington; Claude C. Wheeler, Jr., Chapel Hill.

A new feature of the convention was recognition of some pharmacists who had, in their home communities, accomplished such outstanding achievements that special awards had been prepared for them. These were presented by W. J. Smith to W. Latham West of Roseboro; James W. Harrison of Asheville; F. Phil Link, Reidsville; Roger A. McDuffie, Greensboro.

The featured speaker for the evening, Mr. Brodie S. Griffith, General Manager of *The Charlotte News*, related experiences in his very interesting newspaper career.

At the conclusion of his talk, A. Kirk Hardee, Convention Chairman, presented him with a gift.

Following this presentation, the convention session adjourned to the Chelsea Room where they were entertained by Lance, Inc., at a reception honoring the presidents of the NCPA, Woman's Auxiliary, and the TMA.

SECOND SESSION

After the second session of the convention was called to order by the president, W. S. Wolfe of Mt. Airy conducted the Rite of the Roses in honor of those members who died since the 1956 convention.

Rite of the Roses

W. S. Wolfe

"Mr. President and Members of the Association: It is proper at this time that I ask you to stand for just a moment in prayer and appreciation to those members who have passed away since our last convention. . . . We gather this morning to set in the deep affections of our hearts the sacred memories of our professional comrades who have passed this life since our last meeting together. These men are no longer with us in person, but their loyalty, their character, and their devotion to duty, will influence the course of our society for a long time to come.

"These men were men of honor. They

placed service above self. As they rendered their professional services, they were conscious of the lives committed to their hands. Like consecrated priests, their dispensers became dedicated altars. The health of their patients was the primary concern of their lives.

"Gentlemen, we have been bound together as brothers by professional ties on this earth; but from now on we shall be bound together by the greater tie of the Immortal, honor that comes only to those who have served God by reflecting honor on our profession. At this time we will place a rose in memory of our fellow comrades who have passed since our last convention. I'll ask Mr. Cobb if he will please assist me by placing a rose in the vase in honor of each man I shall call, who has passed on:

Thomas Edward Whitehead, Charlotte
May 1, 1956

Ralph E. Foster, Jr., Greensboro
June 22, 1956

Lloyd Durham Shuford, Forest City
June 23, 1956

William Doctor Merriman, Charlotte
September 28, 1956

Samuel Gordon Clark, New Bern
January, 5, 1957

Ernest Ruffin Anderson, High Point
January 7, 1957

William H. Burbage, Albemarle,
February 6, 1957

A. L. Purcell, Kecoughtan, Virginia,
February 13, 1957

James T. Vinson, Goldsboro
February 19, 1957

Wayland B. Williams, Durham
March 8, 1957

"Let us pray.

"O, Thou, Who has created medicine for the healing of men, we commit to Thy loving care our fellow comrades who have served as Thy guadians in the administering of medicine. May their lives be a noble example for all who follow in their footsteps. Help us to remember that life is a journey and not a destination and each day affords us an opportunity to help someone on life's way. Continue to us Thy blessings, Thy presence, and Thy protection, we ask in the Great Physician's name. Amen."

Following the Rite of the Roses, Vice-President C. D. Blanton took the chair while President Tyson gave his address.

President's Address

J. W. TYSON

Mr. Chairman, Members of the Pharmaceutical Association, Ladies and Gentlemen:

Some years ago I recall reading the title of a pharmaceutical talk, as published in one of our sectional pharmaceutical journals. It was: "What You Need to Know." As I remember it, 30 minutes was assigned to the talk. Now that I prepare to set down my thoughts, following a year as your president, I particularly regret having passed up an opportunity to get all this information, neatly wrapped up in a 30-minute package.

We understand there is a grade crossing near Durham at which is posted this sign: "The average length of time it takes an entire train to cross this grade crossing is 14 seconds—whether your car is on it or not!" Perhaps that summarizes the feeling of some of you—that you'll hear Tyson out, asleep or not!

My primary interest is in the future because from here on out, that's where we are going to live. But before trying to predict our future, and I do have some general observations along that line, I recall what one harassed housewife said to her husband: "That's what I can't stand about you—you're so changeable. Monday you liked beans; Tuesdays you liked beans; Wednesday you liked beans; now it's Thursday and all of a sudden you don't like beans."

If we lift out the past 25 year segment from pharmaceutical history going back more than 4,000 years, you who have lived thru this period have been witness to the greatest series of medical discoveries ever to come over the horizon.

We have seen the advent of the sulfas, the antibiotics, the tranquilizers; we have seen almost certain death give way to life; we have watched the life expectancy curve go steadily upward until today, the newborn child can look forward to living 20

Introducing:

AN IMPORTANT NEW DRUG

An outstanding Robins *research discovery*

Robaxin®

(Methocarbamol Robins, U. S. Pat. No. 2770649)

for skeletal muscle relaxation

Robaxin for superior relief

ROBAXIN—an entirely new drug—was synthesized in the Robins Research Laboratories, and has been exhaustively studied for five years. It ushers in a new era in skeletal muscle relaxation for the physician—and *a new era in prescription business in this category for you.*

Note the significant advantages of ROBAXIN:

- **Highly potent—and long acting**
- **Virtually free of adverse side effects**
- **Does not reduce normal muscle strength or reflex activity**
- **Beneficial in 94.4% of cases tested**

The ROBAXIN story is being hammered home to the physicians in your area this month through intensive promotion; and a heavy demand for this new skeletal muscle relaxant is inevitable.

But don't *you* relax! Prepare for it right now with an ample stock.

INDICATIONS: Acute back pain associated with: (a) muscle spasm secondary to sprain; (b) muscle spasm due to trauma; (c) muscle spasm due to nerve irritation; (d) muscle spasm secondary to discogenic disease and postoperative orthopedic procedures; and miscellaneous conditions, such as bursitis, fibrositis, torticollis, etc.

HOW SUPPLIED: ROBAXIN Tablets (white, scored), each containing 0.5 Gm. methocarbamol. Bottles of 50 and 500.

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years longer than might have been expected a few decades ago.

In the last eight years, modern medicine has saved the lives of 845,000 Americans, who earned and added almost one billion and a half dollars to the national income. Taxwise, the U. S. Treasury profited to the tune of 230 million dollars from these 845,000 people, who otherwise, had it not been for modern medicinals, would have been points on an actuarial curve.

You who have seen this revolutionary change taking place in our country can be proud of your share in helping make the ill well—and the well happier. The 2,500 pharmaceuticals you stock have been a vital factor in the ever-expanding economy of this nation.

And the end is not in sight. Every day more than 9,000 research scientists go to work; all dedicated to replacing the new with the newer; to supplanting yesterday's general treatment with tomorrow's specific; in short, man's conquest of disease is a never-ending task.

The giant strides being taken by the pharmaceutical industry—we are now in the billion dollar class—has brought on problems at all levels. As one of the last links in the distribution chain from the time a product in conceived until its life-saving elements go to work for the patient, we would like for the next few minutes to express our thinking on a few of these problems, with a suggestion here and there.

Drug Topics reports an ever-increasing share of certain drug store merchandise, long felt as common to the shelves of retail pharmacy, to be slipping away to the super markets and others, who, operating on less than 20 percent markup, welcome the newcomers.

As a matter of fact, in our area the super markets, with their extensive drug sundry departments, are now major competitors to the drug stores. And, although we have not been faced with this situation as yet, we understand some out-of-state supers have established prescription departments as part of their over-all operation.

Even small towns are not immune to this type of competition. With plenty of rack jobbers willing and anxious to supply drug sundry merchandise to the small-town supers on a consignment basis, there apparently is no end to this rapidly expanding field.

With a turnover of approximately 30 times a year, or better than once every two weeks, the supers have us far outclassed when it comes to customer-exposure to merchandise.

By broadening their merchandise lines, partly at the expense of the local drug store, more supers are trying to convert their businesses to "one-stop" shopping centers. One manager told me he liked to pile up merchandise in the aisle until the customer got lost and had to buy his way out.

How are we going to compete with this situation?

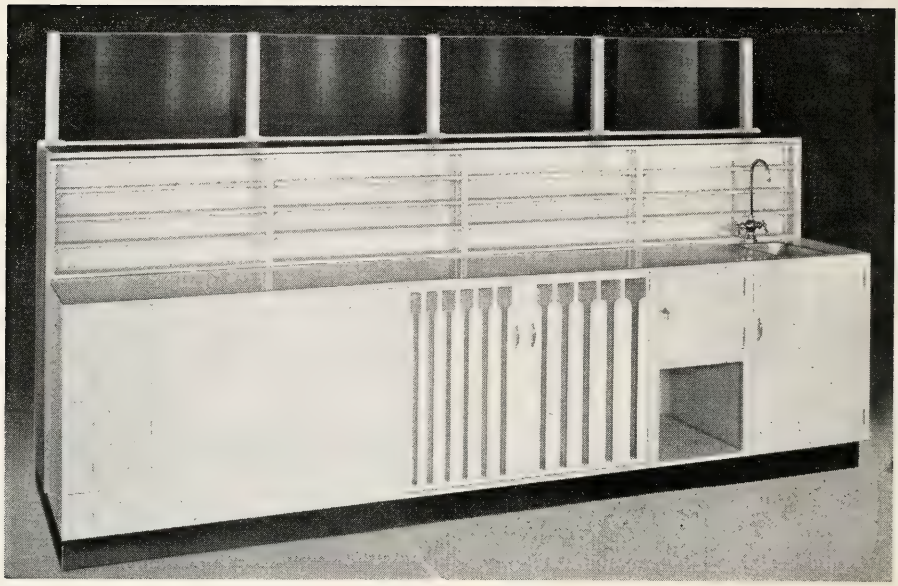
As I see it, there are two possible solutions. One is to convert our stores to an outright type of super operation, complete with mass displays, price-marked merchandise, carts, and check-out counters I realize this approcah will be quickly vetoed by many pharmacists. At the same time, we must realize that such operations are already in existence in this state, and from news reports we learn several of our national drug chains, after experimentation, are adding or converting existing stores to self-service.

Most independent stores do not have the floor space to compete adequately with the supers, 4,000 square feet of floor space being the minimum for this type operation.

Also, the question of personnel has to be considered. In the retail drug field, the average store with six employees does $100,000 a year, whereas the super, with 20 employees does one million dollars annually.

A partial solution might result from consolidation of smaller units into larger super stores; however, the American system of free enterprise, which has played so important a part in the development of this country, still must be taken into account.

Our second solution, and the one which strikes me as being the most desirable, is to reassert our professional training through emphasis on the health aspects of our pharmacies. This need not necessarily be limited exclusively to the prescription departments, as there are many additional areas throughout the store where specialized



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A thoroughly professional prescription work counter for a highly professional service.

Write for our free new complete catalog or brochure of blue prints showing actual installations.

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knowledge may be turned to profitable advantage. For instance, the camera department, the baby department, and the cosmetics department all lend themselves to promotion through specialized know-how. And there are many more.

With prescription averages on the constant upgrade—here in North Carolina the average being better than 1,000 prescriptions per pharmacy per month—we have an additional incentive for utilizing the skills which many of us spent years in obtaining.

It is recognized that all pharmacists cannot fully occupy their time in strictly professional activities. At the same time, we firmly believe that pharmacists, no matter where located, can extend the scope of their profitable sales while enhancing the public's appreciation of their services by up-grading the calibre of their work, even in purely commercial transactions. In other words, to bring the professional touch to the commercial.

I believe it basic to our thinking that you can't do a first-rate professional build-up job amid run-down, cluttered, untidy surroundings.

So our first task is to professionalize our business homes, where we spend ten to fifteen hours a day. We are thinking, not so much in terms of a big cash outlay for fixtures and equipment, but an investment in time and effort directed toward cleaning up, painting up, freshening up, brightening up the premises. The broom, the brush, and the mop can be our secret weapons of war to bring the "lost sheep" back home.

One of our major pharmaceutical houses has just completed a survey, conducted among some of the most successful prescription stores of this country, on their techniques in building prescription volume. While some of these ideas are not new, perhaps you might find one or more of these ten suggestions of special interest:

1. Become active in community and professional activities and organizations.

2. Conduct continuous personal detail campaign with community's doctors and dentists.

3. Become acquainted and friendly with all members of the health term, including interns, residents, nurses, and receptionists.

4. Send regular mailings of new drug information, abstracts of important medical journal reports to physicians and dentists.

5. Provide directory listing names, addresses and phone numbers of all drug stores and detailment in area.

6. Provide physicians with listing of names and home phone numbers of all store's pharmacists so they may call them at home for emergency service if necessary.

7. Train pharmacists in proper telephone techniques in answering physician's requests for information, specially about new drugs.

8. Provide customers with lounge for use while prescriptions are being compounded.

9. Provide lounge for physicians in back of store. Stock with unlisted telephone, comfortable chairs, facilities for light refreshment, a reading rack, and information on new drug developments. Have new product self easily accessible.

10. Provide customers with quick, courteous service, fast delivery, and charge accounts. Prepare a booklet for customers listing their annual drug purchases for income tax purposes.

During the past year, your Association has been engaged in many activities as reports from the various committees, to be presented during the course of this annual session, will indicate.

We have been impressed with the amount of unselfish effort devoted to Association affairs by the membership. If the membership did not respond so well when called upon to do so, our accomplishments would be meager indeed.

We will make no effort to spotlight the Association program for the past twelve months, as these are all a matter of record. By means of the CAROLINA JOURNAL OF PHARMACY, the *Tar Heel Digest*, and special communications, we have attempted to keep you informed of all major developments in the state.

Rather than devote this time to a reappraisal of the past, we look to the future, at the same time making some specific recommendations which we believe to be in the best interests of the membership.

Pharmacy is moving at a swift pace, necessitating close cooperation if we are to fully utilize our professional training to best

EVERY CUSTOMER

is your opportunity to make MORE profit . . .

WHEN

you show and sell them the ECONOMY size!

50 POWDERS

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advantage. One way of doing this, and I so recommend, is that the district pharmaceutical society plan be reactivated immediately.

In establishing the districts, I believe it would be advantageous to duplicate the medical district areas in order to provide a more practical working basis with our medical friends.

As a further suggestion, my recommendation is that the NCPA sponsor at least one meeting in each district each year, with adtional meetings held at the will of the district officers.

While some areas of the state have adequate local drug organizations, others are without this opportunity to meet at the local level for discussion of local problems. It is in this area we believe the district societies will be most useful.

This suggestion is not meant to detract in any way from the established clubs throughout the state. As a matter of fact, we visualize these clubs from time to time acting as host to the district pharmaceutical societies.

Law suits now pending here in Charlotte may have a vital effect on Fair Trade in North Carolina. I refer to the suits brought by Colgate against a number of food store chains for violation of our state fair trade act. Colgate claims the food chains violated fair trade minimums on Colgate products by giving trading stamps to customers who bought the products at minmum prices.

The food chains are challenging the constitutionality of our state fair trade act, claiming that it conflicts with state laws prohibiting monopolies and special interest legislation.

A more complete report of this and other fair trade matters will be given by Mr. Lovett, chairman of the Fair Trade Committee. However, due to the seriousness of the situation, I wanted to focus your attention on this all-important problem.

For the first time in many years, two pharmacists are serving in the General Assembly—Senator Kelly E. Bennett of Bryson City and Representative John Henley of Hope Mills.

Both pharmacists are highly capable and respected by their colleagues; both are serving on numerous legislative committees of special significance, not only to Pharmacy but to the general public.

With the appropriation for a new pharmacy building at Chapel Hill coming up soon, it is reassuring to know we have in The Assembly such well informed pharmacists as Senator Bennett and Rep. Henley.

While we are on the subject of appropriations, we urge you to discuss this vital need of a larger pharmacy building at Chapel Hill with your State Legislator. Final action on this request will probably be taken the latter part of this month.

Our request for the building, equipment, and improvement of grounds, trimmed down by the Advisory Budget Commission, is $1,150,000; with an additional $200,000 to remodel Howell Hall for the School of Journalism. We mention the latter since this is a two-package deal.

We have reached the point, in my opinion, where we should seriously consider shifting the usual time of our annual meetings from the spring to mid-fall.

This meeting immediately follows the close of the annual session of the American Pharmaceutical Association and is held on similar dates as the Medical Society, the Dental Society, and the State Merchants Association.

A mid-fall meeting would permit our Time and Place Committee more latitude in its selection of specific dates; also the program committee would have almost unlimited selection of national speakers, there being far less demand on their time in the fall as compared with the ever-popular spring months.

In case a switch is made, a date should be selected so as not to conflict with the N.A.R.D. meetings, an annual fall event for many years.

Specifically, we would like to recommend our secretary conduct a mail ballot on this proposal, limiting the ballot to NCPA members who have attended one or more annual meetings of this Association during the past five years.

The NCPA Endowment Fund, with Thomas J. Ham, Jr., as chairman, was established during the year. This Fund, as has been announced, will be a permanent depository

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the call
for . . .
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America's youngsters consume more
VI-DAYLIN every day than any other
liquid multivitamin made! Why?
Lemon candy flavor! New supply?
In 3-fl. oz., 8-fl. oz. and
economical pint bottles.
Abbott
Each 5-cc. teaspoonful of
VI-DAYLIN contains:
Vitamin A . . . 3000 U.S.P. Units (0.9 mg.)
Vitamin D . . . 800 U.S.P. Units (20 mcg.)
Thiamine Hydrochloride . . . . 1.5 mg.
Riboflavin . . . . . 1.2 mg.
Pyridoxine Hydrochloride . . . . 0.5 mg.
Ascorbic Acid . . . . . 40 mg.
Vitamin B12 . . . . . 3 mcg.
Nicotinamide . . . . . 10 mg.
602113
- and for infants . . . VI-DAYLIN DROPS

of unexpendable principal assets, only the interest and dividends being usable on an annual basis.

Goal of the committee is a fund of not less than $50,000. While some progress has been made toward this goal, the surface has scarcely been scratched.

Later, Mr. Ham will give you a report covering contributions to date and a brief summary of the special fund-raising project now underway.

In the meantime, if you are looking for perpetual aid to your profession, the NCPA Endowment Fund is the answer. See Mr. Ham. He will be glad to discuss the matter with you.

I wish to especially commend the members of the Dental Formulary Committee for their work during the past year. This committee, headed by Dr. Cooper of Chapel Hill, is made up of five pharmacists and five dentists; has met frequently in its announced decision to bring out a thoroughly up-to-date, practical formulary of dental preparations.

The committee has completed a rough draft of the formulary, and expects to finish the final draft by early summer, thus permitting distribution of the book by early fall.

We note with interest that the State Dental Society has officially approved this project by agreeing to finance part of the formulary's publication costs; they will also distribute 1500 copies to its members throughout the state.

Currently, only one out of every hundred prescriptions are written by a dentist. We expect this percentage of dental prescriptions to take a significant rise once the formulary becomes available.

Before closing, I would like to express my thanks to our two working auxiliaries, the Woman's Auxiliary and the Traveling Men's Auxiliary, whose cooperation during the year has added immeasurably to the success of mutually undertaken projects; to the executive committee, whose valued advice has assisted us on more than one occasion; to the office force at Chapel Hill for assigned tasks completed on schedule; and to the commitees and members for their faithful performance of duties.

The NCPA remains in the forefront as an active, aggressive, working organization. You, who have made it so, can be proud of your membership in the best state pharmaceutical association in the best state in this country.

At the conclusion of President Tyson's remarks, Mr. Blanton appointed the following to serve on the *Committee on the President's Address*: James W. Mitchener, Chairman; A. N. Martin; R. P. Rogers, Jr. Their report, given at the last convention session, is inserted here in the interests of continuity.

Report on the President's Address

For many years we have been very fortunate in selecting leaders for our organization that are loyal, capable and devoted to the forward progress of our fine profession.

President Tyson, has fulfilled all of these qualifications of a leader. His address clearly indicates his devotion to the profession of Pharmacy, to our organization and to the continued progress of Pharmacy. His address indicates many hours of hard work and serious thought for the betterment of our profession. His recommendations should be seriously considered by all of us both as a group and as individuals.

This committee strongly approves President Tyson's remarks regarding the Super Markets. Instead of sitting back and complaining we should "reassert our professional training through emphasis on the health aspect of our Pharmacies." We can enhance the public's appreciation of our services by upgrading the calibre of our work, by keeping our Pharmacy neat and attractive, abiding by the rule of professional ethics and by letting the public know of our concern for public health and safety.

This committee feels that each of us should individually try to follow the ten suggestions provided by the survey among the most successful Pharmacies in the nation. These suggestions if carried out properly will be rewarding in the form of personal satisfaction for a service to the medical profession and the public and it would also carry its financial reward.

This committee endorses the recommenda

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is the Liquid Headache and Neuralgia Relief that has always been promoted for sale only through *Druggists*.

For over 50 Years Capudine advertisements have directed the consumers to "Get Capudine from your *Druggist*."

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CAPUDINE CHEMICAL COMPANY
Raleigh, North Carolina

tion to reactivate the district Pharmaceutical Society plan with the NCPA sponsored meeting in each district once a year. This would stimulate interest among members unable to attend the annual meeting and bring the activities of the NCPA closer to them. Many physicians have expressed to me their desire that we have such a society because of various ways we could help them with local problems.

The recommendation to change the time of the annual meeting should be considered. Many of our members attend the National meeting and many attend the State meeting also. Such a proposal should be decided by a mail ballot as recommended but this committee feels that the ballot should not be limited to those attending one or more annual meetings during the past five years. All NCPA members should have the right to vote and there may be some that could attend at a different date.

We are very proud of the work of our President and feel sure our Association will continue to move forward.

Respectfully submitted,
James W. Mitchener, Chairman
A. N. Martin
R. P. Rogers, Jr.

After President Tyson resumed the chair, W. J. Smith introduced the next speaker, the Honorable Carl T. Durham, Member of the House of Representatives from the Sixth District.

Speaking on the "Peaceful Applications of Atomic Energy," Rep. Durham explained that the use of isotopes is now "routine and commonplace" in pharaceutical laboratories. He said that illnesses of between 800,000 and a million persons have been diagnosed by use of radioactive material by some 1,500 private physicians and hospitals.

"The by-products of atomic reactors," he said, "might in the long run repay the investment in the atomic energy program."

Prior to his appearance on the program, Representative Durham, a pharmacist, was inducted into the Association's "Hall of Fame in Pharmacy."

Following Congressman Durham's address, President Tyson appointed the Committee on Time and Place: Claude Wheeler, Chairman; Moss Salley, Jr.; C. D. Blanton. The Committee on Nominations was appointed as follows: T. J. Ham, Jr., Chairman; M. B. Melvin, Luther Bunch, W. A. Gilliam. J. Paul Gamble, James Harrison, and Joe Tunstall. Both committees were instructed to meet and be prepared to make reports at the final session of the convention.

The next speaker, Mr. Al Betts of Atlanta, Georgia, Field Sales Manager of the Anahist Company, told of the progress of the Anahist Scholarship Plan. In the course of his remarks he announced that North Carolina was one of the top states in relation to the funds accruing to their scholarship fund.

Mr. Betts was followed by Dr. George L. Simpson, Director of the North Carolina Research Triangle, who discussed their aims and projects in relation to their significance to Pharmacy.

Dr. Simpson said the economic advance of the South in recent years had opened up a major new market for pharmaceutical products. No major full-line pharmaceutical house has acted to take full advantage of this opportunity. The Research Triangle (an area comprising The University of North Carolina, State College and Duke University) offers a sound basis for major pharmaceutical development.

(Note: Subsequent to Dr. Simpson's address, a 4,000 acre site for development of a Research Park was purchased and is now being cleared for building sites, roads, a shopping center, etc.)

At the conclusion of Dr. Simpson's remarks, the convention was adjourned, to be reconvened at 2. p.m.

THIRD SESSION

The third session was opened with the report of the North Carolina Board of Pharmacy, given by the secretary-treasurer, H. C. McAllister. This report, in its entirety, begins on page 540. At the conclusion of Mr. McAllister's report, Dr. Ben F. Cooper, chairman of the Dental Formulary Committee, was asked for a report of their activities.

*TRADEMARK

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An outstanding advance over older supplements, new FILIBON provides four big extra selling features at no extra cost.

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NEW *more comprehensive formulation* ... includes phosphorus-free calcium, Vitamins K and B_6, and important trace elements

NEW *Reminder Jar* ... attractive, reusable ... appeals to doctor and patient

Full-scale promotion will focus the attention of every physician on the added advantages of new FILIBON. So stock up now...and stand by for prescriptions!

Filibon Jar of 100 capsules ...

$3.15 price to retailer

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DENTAL FORMULARY

Mr. President, Members of the Association, Ladies and Gentlemen:

A resolution adopted at the 1956 NCPA Convention in Raleigh directed the incoming president to appoint a special committee to confer with officials of the State Dental Society and the Faculty of the Dental School of the University of North Carolina with the view of developing a "North Carolina Dental Formulary."

In accordance with this resolution, President Tyson appointed a Dental Formulary Committee composed of five pharmacists: H. A. Yandle of Chapel Hill, C. C. Wheeler of Chapel Hill, W. W. Taylor of Chapel Hill, Ralph Rogers, Jr. of Durham, and B. F. Cooper of Chapel Hill, Chairman. The purposes of the committee would be to explore the possibility of developing a dental formulary for use in North Carolina, and to consider how the two professions might cooperate for their mutual benefit and the public welfare.

The first meeting of the committee was held on November 13, 1956. In addition to the five committee members, two dentists were invited to attend as unofficial advisors. These two dentists were Dr. J. W. Gallagher of the School of Dentistry at Chapel Hill and Dr. D. M. Getsinger of Durham. This first meeting was devoted to a discussion of the need for a formulary in North Carolina, what should be our approach to the project, and what should be our over-all philosophy regarding the purpose of the formulary. After considerable discussion, there was unanimous agreement that a dental formulary would serve a long standing need for both professions in North Carolina. Our discussion further indicated that the academic training of the dentist includes no training in prescripition writing and only limited training in dental therapeutics. In addition, the dentist is largely ignored by the pharmaceutical manufacturer, by the medical service representative, and by the pharmacist. And yet drug therapy has become of tremendous importance to modern dental practice. On the other hand, we pharmacists have received little training or experience in the compounding of dental formulas and dental applications of available drugs.

And so the dental formulary committee felt that the proposed formulary would be a worthwhile project for both professions. We further felt that the formulary would be more meaningful if we had the support of the State Dental Society. Accordingly, I wrote to Dr. Andrew M. Cunningham, Executive Secretary of the North Carolina Dental Society, explained the purposes of this committee, asked for the support of the Society, and proposed that the Society designate an appropriate committee of dentists to meet and work with us. This proposal received favorable consideration, and Dr. Horace K. Thompson, President of the Society, appointed the following committee to work with us: Dr. J. W. Gallagher of Chapel Hill, Dr. Henry O. Lineburger, Jr. of Raleigh, Dr. W. T. Burns of Chapel, Dr. L. M. Massey of Zebulon, and Dr. D. M. Getsinger of Durham, Chairman.

Our next meeting was held on December 13, 1956 with all members of both committees present. Everyone expressed interest and enthusiasm for the project. In fact, the dental members insisted on sharing equal responsibility in developing the formulary, rather than acting as advisors only. With this kind of encouragement, we decided to proceed with preliminary details and everyone was assigned to specific sections of the proposed formulary for development.

Prior to our next meeting, I made a progress report to the NCPA Executive Committee and reviewed our discussions and findings. The Executive Committee expressed encouragement and support, saying for us to proceed with development of the formulary and that the NCPA would supply financial backing. Dr. Getsinger also made a progress report to the Executive Committee of the State Dental Society, and they expressed their interest and support. They further voted to share the expenses of publishing the formulary with the NCPA. These gestures indicated to us the importance of the formulary to both professions. I might say at this point that the dental profession has supported this project at every opportunity and I believe the formulary will not only serve a practical, useful purpose, but

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Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

will also serve to promote better interprofessional relations between pharmacy and dentistry.

Several meetings have been held at two to three weeks intervals. Much thought, time and effort have been contributed by every member. At this point, we have developed a rough draft of the formulary which I hope can soon be revised and submitted for publication. The date of publication is still uncertain, but probably will be sometime this summer. Distribution of the formulary will be by the respective associations, and it is planned for every dentist and pharmacist member of the two associations to receive a copy. Additional copies will be available for purchase by other interested persons.

Since we have a rough draft prepared, I can give you an idea of its format and content. It will be small enough to fit into a coat pocket and loose-leaf so that it can be revised periodically. The contents will be divided into three parts. First, there will be a section on the prescription, including the mechanics of prescription writing, legal requirements, useful weights and measures, abbreviations, etc. The second section will be devoted to prescribed medication. The emphasis will be on trade names, although generic names will be given. In addition, there will be dosage statements, available forms, available sizes, and other pertinent information. The last section will be entitled "Office Medication," and will include formulas to be compounded as well as specialty products. This section will include most of the dental formulas in use at the UNC School of Dentistry, since the present and future supply of dentists in North Carolia will be primarily from this source.

In conclusion, I would welcome any comments and suggestions which may benefit my committee. I'll be glad to show you a copy of the rough draft if you will see me individually. If there are any questions, I'll do my best to answer them. Thank you.

C. C. Wheeler
R. P. Rogers, Jr.
W. W. Taylor
H. A. Yandle
B. F. Cooper, *Chairman*

The next report on the program was that of the Legislative Committee, given by the chairman, Latham West.

Report of Legislative Committee

Mr. West, in his report, summarized the activities of the 1957 session of The General Assembly, with particular reference to legislation adopted by The Assembly having a direct effect on Pharmacy.

Highlight of the session was approval of an appropriation for a new pharmacy building at Chapel Hill. In obtaining the necessary funds, Mr. West paid high tribute to Senator Kelly E. Bennett of Bryson City, and to Representative John Henley of Hope Mills, pharmacists who served in The General Assembly.

Mr. West said that a completely new set of State Board of Health laws and regulations was adopted by The Assembly; that minor changes were made in the State Narcotic Law; and that two suggested changes in the North Carolina Pharmacy Act (relating to renewal of pharmacists' licenses and pharmacy permits) died in committee.

Mr. West's report was followed by that of Edwin R. Fuller as chairman of the Committee on M.D.-Owned Pharmacies. Mr. Fuller's report appeared in the September issue of the CAROLINA JOURNAL OF PHARMACY.

The work of the Fair Trade Committee was reported by its chairman, Herbert E. Lovett.

Report of Fair Trade Committee

Mr. Lovett discussed the national and state fair trade picture, the trend towards a weakened fair trade structure due to the "non signer clause" in various state fair trade acts being declared unconstitutional; and outlined some of the problems the Fair Trade Committee of the NCPA had dealt with in the past year.

The speaker referred to trading stamps and their effect on fair trade; to the Colgate-Eckerd case in Charlotte, and to the court action brought by Colgate against a number of supermarket operators for violation of the state fair trade act.

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Sources of Professional Information for the Pharmacist was discussed by James R. Casteel. His remarks were carried in the June issue of the CAROLINA JOURNAL OF PHARMACY.

At the conclusion of Mr. Casteel's talk, the reference books which he had shown were given as a draw prize.

Mr. George L. Smith, vice-president in charge of sales and advertising, Southern Dairies, next discussed "Your Fountain—Ambassador or Saboteur"—The text of his address was carried in the September issue of the CAROLINA JOURNAL OF PHARMACY.

The next talk featured James W. Harrison, Director of Professional Services for Dr. T. C. Smith Company, who spoke on "Opportunities Up Front."

Some comments abstracted from Mr. Harrison's talk:

"You're facing terrific competition for the consumer dollar; you are faced with clever and astute promoters of non-drug outlets who are hungry for the volume on the items once traditional to the pharmacy.

"And don't sell the door-bell ringer short. These house-to-house salesmen today are doing the best selling job at the retail level with the possible exception of the used car salesmen.

"The part you play is one of leadership and management. You must mold your operation into a blend of attracting customers into your pharmacy, steering them to profitable departments, then having your sales personnel create customer desire and customer action in sales.

"To have a sales force who can consummate a sale or a series of sales and serve customers to mutual advantage is by no means an impossibility. Even given the material of the third or fourth siftings in the labor market, it is possible to train and inspire them to greater ability and efficiency."

At the conclusion of his talk, Mr. Harrison demonstrated related selling as it applies to a number of items on an "Opportunities Up Front" display.

Following Mr. Harrison's talk, the session was adjourned.

FOURTH SESSION

The fourth session of the convention convened Tuesday morning, May 7th and the program began with the report of the Secretary-Treasurer, W. J. Smith.

Report of the Secretary-Treasurer

Mr. President, Members of the Association, Ladies and Gentlemen:

This room holds memories for me, as it was here that I appeared on the program in 1940 and shortly thereafter accepted the position as secretary-treasurer of the NCPA. During the intervening years, we have seen many changes take place in the operation of the Association; we have witnessed its steady growth in membership; we have seen it grow stronger financially; we have seen it move into its own building; we have watched with interest as its service programs expanded each year.

The picture drawn is but an extension of your own interest and support, for without it, the Association would have indeed receded to the bottom of the ladder.

It has been an interesting experience to have been identified with the Association program during the past seventeen years. What progress has been made, we leave up to your judgment, particularly those members who were members of the NCPA prior to 1940 and have a basis of comparison between then and now.

FINANCIAL

Net income from operation of the NCPA during 1956 amounted to $4,863.53. We received $35,840.18 from all sources; spent $30,976.65.

Total net worth of the NCPA on December 31, 1956, as reported by our auditor, was $108,119.54. Most of this investment is in the Institute of Pharmacy at Chapel Hill, although cash and various stocks amounted to about $20,000.

CONTRIBUTIONS

Slightly more than $2,000 in contributions were received by the NCPA this past year. Some members added a bit extra to their dues payments; The Woman's Auxil-

"... and underline SERVICE"

Lilly QUALITY DOESN'T COST... IT PAYS

Are you interested ... in reducing an overgrown inventory? ... in increasing turnover rate? ... in having new prescription items readily available? These aims are easy to accomplish when you use our competent, economical *service*. Although we stock literally thousands of fresh, new drug-store commodities, *service* is what we really have to offer. Buy what you need ... as you need it ... from us.

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THE PEABODY DRUG COMPANY

Durham, North Carolina

Give Yourself a

PROFIT BREAK

by

selling the

ADVERTISED LINE

iary of the NCPA and some of the local auxiliaries sent money for general and specific purposes.

These extra funds provided air conditioning for The Institute without making it necessary for your officers to dip into its building and loan stock, part of which had been previously ear-marked for air conditioning.

So far this year our major undertaking has been to finish a small room located between the lobby and the auditorium of The Institute. Contributions received during the early part of this year were sufficient to defray this cost.

Part of the proceeds from the current fund-raising project of The Woman's Auxiliary will be devoted to furnishing a room in The Institute, which has been used mostly for the storage of supplies, but henceforth will be assigned to The Auxiliary for its historical records and as a general reception room.

Another project of interest to The Auxiliary is The Institute parking lot; the ladies would like to find sufficient money to pave the lot, which accommodates about thirty cars.

MEMBERSHIP

For the first time in the history of the NCPA, this past year we went past the 1,000 mark in number of pharmacists enrolled in the organization. The exact figure being 1,021.

The membership distribution is as follows:

Pharmacist Members	981
Life Members	42
Associate Members	66
Honorary Members	6
Student Branch Members	181
Total	1276

The two auxiliaries with which we are closely associated have a total membership of 885. The Woman's Auxiliary is the largest organization of its type in this country, and the TMA is not far behind.

Later this morning Mr. W. S. Wolfe, Chairman of the Membership Committee, will announce plans for still further increasing the number of pharmacists in the NCPA.

VA RX PROGRAM

Prescriptions processed under the Veterans Administration Pharmacy Service Plan during 1956 amounted to $62,000. This represented about a $10,000 increase over the previous year.

Although the state-wide program is still on the increase, the Veterans Administration, with a pharmacy dispensary in Winston-Salem, is supplying a great deal of medication to veterans by mail. This is particularly true of diabetics and chronic cases requiring treatment over extended periods.

In recent months we have had conferences with the State Commissioner of Public Welfare in regard to prescription service to welfare cases, which now is in position to broaden its medical program under terms of an expanded Social Security Act.

Also, we have discussed the new government "Medicare Program" with medical authorities in this state, who are interested in developing a prescription program similar to that available to VA beneficiaries.

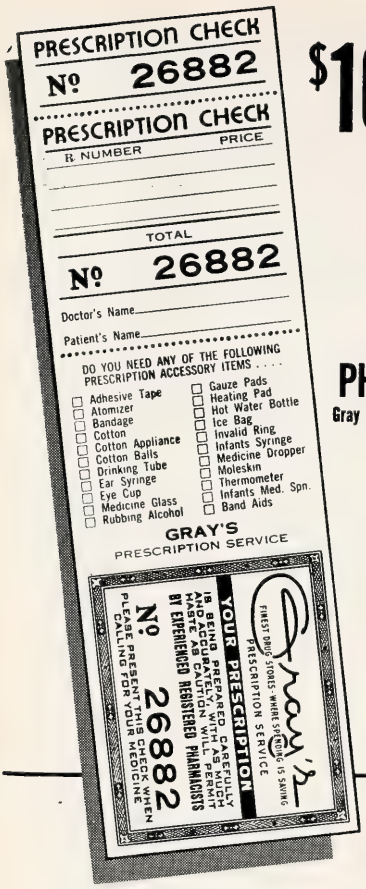
The matter is now under consideration in Washington, with perhaps a new-type prescription program to be announced. Under provisions of "Medicare," doctors of the state are already treating and receiving compensation for professional services rendered.

INSURANCE

As you registered at this convention, you received details of the group hospitalization-Life insurance plan endorsed by and operated through the NCPA office at Chapel Hill.

Unlike the ill-fated income protection plan with which we were associated for about eight years, we are well pleased with this tax-deductible group plan of insurance.

New stores are joining the group every month. We now have the highest total of covered persons since the group was established about three years ago. During the period the plan has been in force—less than three years—three death claims have been paid and numerous hospital and surgical bills.



$100 PROFIT-MAKING IDEA #8

Miles Salutes PHARMACIST M. R. JACOBS

Gray Drug Co., 13928 Cedar Road, University Heights, Ohio

"With each prescription received we give the customer a call check as shown on the left. The lower portion is retained by the customer; the upper portion goes to the pharmacist with the prescription. After the Rx is filled, we check off the accessory items that might be required to bring full therapeutic effect and suggest them to the customer. This "idea" has been a great aid to the customer and to us in building greater profits."

$50.00 to Mr. Ralph Laufman, Wholesale Salesman who services Gray Drug for Cleveland Wholesale Drug, Div. of Ketchum & Co., 2101 E. 93rd, Cleveland, Ohio

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BIG PROFIT MONTHS

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BRAND

CASH IN WITH AN EXTRA DISPLAY FOR COLD DISCOMFORTS!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggist for more than 70 years

Recently a $5,000 poliomyelitis expense benefit was added to the policy without increase in premium. Also, due to our favorable experience, the premium has been reduced 4¢ per month per employee.

STATION WAGON

As previously stated in THE CAROLINA JOURNAL OF PHARMACY, for us Christmas arrived in July when Bill Gurley, Charlie Andrews and Floyd Goodrich brought the new station wagon to Chapel Hill. Since that time we have put 13,000 miles on the wagon, taking us to all sections of the state.

Those of you who participated in making the wagon possible will probably be interested to learn the NCPA executive committee has under consideration a plan which will provide transportation for the secretary. What the committee has in mind is establishing a "car fund" to which would be added a specified sum each year. Under this procedure, funds would be on hand for purchase of a new car when needed.

In the discharge of the duties of the secretary-treasurer, we have received excellent cooperation from the officers of this Association, from the executive committee; the committees and the office staff at Chapel Hill, for which we are most grateful.

RICCA AND NELSON
CERTIFIED PUBLIC ACCOUNTANTS
111 Corcoran Street Building
Durham, North Carolina

February 13, 1957

Mr. W. J. Smith, Secretary-Treasurer
North Carolina Pharmaceutical Association
Chapel Hill, North Carolina

Dear Sir:

We have examined the Statement of Assets and Liabilities of the NORTH CAROLINA PHARMACEUTICAL ASSOCIATION as of December 31, 1956, and the Statement of Income and Expenses for the year then ended. We did not make a detailed audit of the transactions, but examined or tested accounting records together with other supporting records by methods and to the extent we deemed necessary.

In our opinion, the accompanying Statement of Assets and Liabilities and the related statement of income and expenses present fairly the financial position of the North Carolina Pharmaceutical Association at December 31, 1956, and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Respectfully submitted,
RICCA AND NELSON
C. Anthony Ricca
Certified Public Accountant

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Wholesale Druggists
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We solicit your orders
Our experience of over 70 years insures our ability to serve you satisfactorily

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Reaco

PHILOSOPHY: Maury Goldsmith of Belmont, Mass., calls himself "The drug store philosopher." He collects philosophical tidbits and passes copies around among his friends. Here's a piece he just sent me:

Take time to work. It is the price of success.
Take time to think. It is the source of power.
Take time to play. It is the secret of perpetual youth.
Take time to read. It is the fountain of wisdom.
Take time to worship. It is the highway to reverence.
Take time to be friendly. It is the road to happiness.
Take time to dream. It is hitching your wagon to a star.
Take time to love and be loved. It is the privilege of the gods.

(Reprinted from Dan Rennick's column in *The American Druggist*)

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WEST DURHAM, NORTH CAROLINA

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

STATEMENT OF ASSETS AND LIABILITIES
AS AT DECEMBER 31, 1956

ASSETS

EXHIBIT "A"

Current Assets:			
Cash on Deposit		$ 3,192.98	
Petty Cash		75.00	
Accounts Receivable—Regular		348.00	
Accounts Receivable—Veterans Administration		5,445.77	
Investments—Building & Loan Stock		12,500.00	
Total Current Assets			$ 21,561.75
Fixed Assets:			
	Cost	*Reserve*	*Net Book Value*
Land	$12,074.95	$ -0-	$12,074.95
Office Equipment	4,073.84	1,835.89	2,237.95
Building Equip. & Fixtures	9,172.98	4,112.41	5,060.57
Building	72,436.81	7,430.33	65,006.48
Total Fixed Assets	$97,758.58	$13,378.63	$ 84,379.95
Other Assets:			
Endowment Fund—N.C.P.A.		$ 192.04	
Prepaid Insurance		268.73	
Loans to Pharmacy Students		1,575.00	
Investments at Cost		5,511.00	
Total Other Assets			7,546.77
TOTAL OTHER ASSETS			$113,488.47

LIABILITIES

Current Liabilities:			
Accounts Payable—Regular		$ 274.23	
Accounts Payable—Veterans Administration		4,950.70	
Prepaid Dues		144.00	
Total Current Liabilities			$ 5,368.93

NET WORTH

Balance—January 1, 1956		$105,954.57	
Add: Net Income—Exhibit "B"		2,164.97	
Total Net Worth—December 31, 1956			108,119.54
Total Liabilities & Net Worth			$113,488.47

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

STATEMENT OF INCOME AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 1956

EXHIBIT "B"

Income:

Dues—Year 1956	$12,211.00		
Dues—Year 1955	171.00		
Dues—New Members	821.00		
Dues—Students	124.00	$13,327.00	
Journal Advertising		8,168.81	
Service Allowance—Veterans Administration		6,266.81	
Contributions		2,204.00	
Convention Revenue		1,919.62	
Dividends Earned		640.00	
Receipts—Mailing Service		470.00	
Journal Subscriptions		254.50	
Institute Maintenance		670.00	
Seminars and Registration Fees		807.50	
N.C.P.A. Insurance Trust		789.47	
Sale—Supplies		101.70	
Sale—Fair Trade Books		210.00	
Other Income		10.77	
Total Income			$35,840.18

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

We Appreciate Your Business

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
CHAPEL HILL, NORTH CAROLINA

Expenses:		
Salaries—Officers	$ 7,500.00	
Salaries—Others	5,887.31	
Allowance—Officers	175.00	
Printing—Journal of Pharmacy	5,568.78	
Miscellaneous Expense	33.00	
Legal and Audit	245.00	
Bank Service Charges	49.78	
Convention Expense	1,688.02	
Postage	1.495.11	
Office Supplies & Expense	2,267.30	
Telephone & Telegraph	255.05	
Insurance	1,345.81	
Public Relations Expense	640.69	
Dues & Subscriptions	272.50	
Awards	281.32	
Payroll Taxes	216.23	
Building Maintenance	574.60	
Heat, Lights, Power and Water	947.66	
Purchases—Books	118.39	
Travel	523.55	
Meetings & Seminars Expense	765.20	
Photographs	126.35	30,976.65
Income From Operations		$ 4,863.53
Other Deductions:		
Depreciation	$ 2,825.22	
Loss on Discarded Equipment	65.38	2,890.60
		$ 1,972.93
Endowment Fund:		
Contributions	$ 190.00	
Earnings of Fund—Interest	2.04	192.04
NET INCOME—TO EXHIBIT "A"		$ 2,164.97

The next report was that of T. J. Ham, Jr., Chairman of the NCPA Endowment Fund. This report appeared in the September issue of the CAROLINA JOURNAL OF PHARMACY.

Dean E. A. Brecht reported on the School of Pharmacy of the University of North Carolina. Dean Brecht's report appeared in the October issue of the CAROLINA JOURNAL OF PHARMACY.

The next report was that of Roger A. McDuffie, president of the North Carolina Pharmaceutical Research Foundation.

North Carolina Pharmaceutical Research Foundation, Inc.

By ROGER A. MCDUFFIE

President Tyson, ladies and gentlmen: It is my pleasure to present this 10th report on the progress of the North Carolina Pharmaceutical Research Foundation. Ten years is both a short time and a long time. It is a short time because it doesn't seem that so many years have gone by. It is a long time when judged from the excellent progress which has been made from a very modest beginning when pharmacists in the North Carolina Pharmaceutical Association incorporated the Foundation "to foster and promote pharmaceutical education and research at the School of Pharmacy of the University of North Carolina and in the State."

We believe that our Foundation was the first research foundation established specifically for the benefit of a School of Pharmacy. Since then another one has been established at the University of Texas.

There were 5 objectives in the original program: 1. Research Fellowships to attract and support worthy graduate students, 2. Funds for materials such as equipment, supplies, and library references to assure that research can be conducted with adequate supplies, 3. Experimental drug plant culture to increase and improve the supply of botanical drugs for which North Carolina has always been the prime source of supply, 4. Salary supplements for teachers of pharmacy to provide an outstanding faculty, and 5. An information bureau for pharmacists at the School of Pharmacy. These goals have been realized with the exceptions of a drug plant garden and salary supplements for which adequate funds have not been available as yet.

In the enthusiastic atmosphere of ten years ago the financial goal of our Foundation was not certain. The new Business Foundation had met with immediate success, raising permanent endowments of $2,000,000 in its first year. Our group mentioned $100,000 as a good round number, but it was realized that a much larger amount would be needed to carry the objectives for pharmaceutical education and research at the School of Pharmacy. Now we can take pride that the first step has been met successfully.

The most definite way of getting at the progress of our Foundation is from the financial summary. The total of $214,000 has been received by the Foundation. Of this $60,000 has been disbursed to the University of North Carolina for use in the School of Pharmacy as follows: Disbursements to U.N.C.:

Graduate Fellowships	$36,240.00
Supplies	6,100.00
Equipment	6,000.00
Library Materials	5,071.35
Research aid for Professors	3,000.00
Undergraduate Scholarships	1,575.00
Publication of Textbook	693.50
Summer tuition aid	487.50
Health Affairs model	350.00
Drug Plant Garden	300.00
Pharmacy History Project	300.00
Travel for Professor	150.00
Total	$60,267.35

At the same time operating expenses have been held to a minimum. In ten years the total operating expenses have been $8,215.83.

"God helps those who help themselves." This saying has proved true in the case of the Foundation for supporting their own project. Pharmacists have a good record for supporting their own projects. The support of the Foundation has brought additional funds. For example, the annual grant for special library references has not prevented an increase in funds for the Phar-

macy Library from the State. As a matter of fact, there has been two substantial increases in this budget. Another good example is found in the case of Research Fellowships for graduate students. A total amount of $36,000 has been received from the following firms in support of graduate research: The Vick Chemical Company: The Wm. G. Merrell Company; Merck, Sharp, & Dohme; Sterling-Winthrop Research Institute; and the Richardson Foundation.

Not only has there been a favorable balance of productive disbursements for the School of Pharmacy over operating expenses, but also there has been a favorable balance in the growth of permanent endowment funds. The present net worth of the Foundation is $145,000. Of this amount $123,000 is deposited in permanent endowment funds, safely invested in keeping with the laws governing trust funds, and bringing an annual income of nearly $5,000.

These permanent endowment funds serve another worthy purpose through the establishment of memorials to honor men identified with North Carolina pharmacy. Nine men have been honored in this way: Deans E. V. Howell, J. G. Beard, and M. L. Jacobs; Professor I. W. Rose; Frank W. Hancock; J. G. Ballew; William Simpson; Isaac E. Emerson; and Germain Bernard. In addition an endowment for a drug plant garden has received modest but loyal support.

The primary effort of the Foundation has been directed toward the support of a strong graduate program in pharmacy and pharmaceutical chemistry. There is an urgent need for students with advanced education in these fields, both for teaching and for research. The degree of Master of Science was established in 1932 but only one or in one instance two students enrolled for the degree in any one year. With the stimulus of the Foundation the highest academic degree, Doctor of Philosophy was established in these fields and the number of graduate students rapidly increased to an average of 13 per year in residence. With the completion of the present school year, the degree of Doctor of Philosophy will have been award to 20 students. Twelve different graduate students have received research fellowships from or through our Foundation. Most of these students qualified themselves for non-service stipends by serving first as a graduate assistant or a part-time instructor. In addition, a number of graduate students have been helped financially by fellowships directly from the American Foundation for Pharmaceutical Education.

The graduate program, kept carefully in proper balance, produces two values at the School of Pharmacy. First, graduate study places first emphasis on research, and a research atmosphere thrives on complete information up to the last minute to produce the new discoveries of the future. Second, the graduate students serve as laboratory assistants to increase the quality of undergraduate experience.

You will gather from these remarks that we pharmacists have come a long way. This fact is stated to emphasize our need for continued support. High pressure has never been used in soliciting support for the objectives of the Foundation. Nevertheless, the determination must be made by every pharmacist to join in the support of the Foundation whether it be in the form of an annual contribution, donation of stock dividends, or inclusion in the form of a bequest.

There are many demands for contributions to worthy projects from all sides. Most of them are entirely worthy, but as pharmacists none of us should forget pharmacy. The North Carolina Pharmaceutical Research Foundation should become one of our favorite philanthropies. We know that you will continue this support to the extent that we shall all want to be here to hear the report on the second ten years in 1967.

The work of the NCPA Extension Division was next explained by Dr. F. C. Hammerness, Chairman.

Report of the Extension Division

F. C. HAMMERNESS, Ph.D.

During the year, 3 surveys were conducted relative to drug store operations; namely a prescription survey, a rental survey and a business survey. The response to the rental and prescription survey was good while that to the business survey was not up to expectation.

The N. C. Rx Survey—A majority of the stores reporting showed an increase in the number of prescriptions filled. The average price per prescription was $2.23 with $2.91 the highest and $1.40 the lowest average. The average increase in total sales was 7.5% with 30% being the high. Only 2 stores showed a decrease. Increases in total sales volumes do not have a direct relationship to net profit unless the operating expenses are kept in proper ratio to sales.

The N. C. Rental Survey—The most disturbing fact from the results obtained in this survey was the large percentage of stores which had only verbal leases. This type of contract is legal in North Carolina, but is a very unsound business practice.

The average rental for stores was 2.1% of the total sales, which is comparable to the ratio as given in the Lilly Digest for the South Atlantic States. Heat and water were the only facilities included in an appreciable number of rental payments, but most of the pharmacies reporting did not have facilities included in the rent. Other than a fixed monthly rental, a method of a flat percentage of sales with a minimum guarantee was the most common form of contract.

The 1956 Business Survey—The number of returns for this survey was 36 of which 20 of these had total sales of $100,000 or better annually. Approximately one-third had more refills than new prescriptions. In this small survey, the average number of prescriptions filled per pharmacy was 24,958. These drug stores filled many more prescriptions than does the average drug store in North Carolina. The Census Bureau for 1954 listed North Carolina as first in the nation with an average of 15,561 prescriptions per pharmacy.

Approximately 70% of the drug stores showed an increase in new prescriptions and 30% had a decrease, while only 18% had a decrease in the number of refill prescriptions. Twenty-five of the stores had an average increase of refills of 1040 per pharmacy.

The average price of new prescriptions was $2.35. Only 5 pharmacies included refills in this average. With refills accounting for better than 35% of the prescription volume, one should not separate them from new prescriptions in operating statements. A dollar received for a refill has the same value as one received for the new prescription; therefore, why discriminate?

The total operating expenses including owner's or manager's salary was 27.8% of the total sales. Sales increased for the entire store on the average of 9%.

It is hoped that this extension work can be continued in the future. Its success will depend upon the per cent of responses received to a given survey. There is no available in-state source for the comparison of North Carolina Drug Stores; the extension division with the assistance of pharmacists, can provide helpful information wherever and whenever it is needed.

PRESENTATION OF SCHOLARSHIP

Following Mr. Hammerness' talk, Mr. Travis of the Pepsodent Company presented their annual Presidential Scholarship Award. This consisted of a scholarship to Samuel Stephens Goodwin of Monroe at the University of North Carolina School of Pharmacy, and a plaque to J. W. Tyson, president of the North Carolina Pharmaceutical Association.

The next speaker was Frank Errigo of the Parke, Davis Company, who was assisted with his prsentation by Gilbert C. Hartis. Their program was entitled "The Crusade for Pharmacy."

CRUSADE FOR PHARMACY

Abstracted from Mr. Errigo's talk:

"Salesmenship and its importance to your job is just like shaving. If you don't do it every day, you're a bum. There are no real secrets to success or selling, but there are several basic rules which can be mastered by anyone. The age-old adage that a salesman is born is simply not true; they are made by training and hard work and study."

After outlining a number of the basic rules of salesmanship, with appropriate comments, Mr. Errigo introduced Mr. Gilbert Hartis of Winston-Salem, who discussed methods for retaining the vitamin business in the retail field; of how to combat the door-to-door peddlers of "food supplements." A planned vitamin selling procedure was pre-

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sented, including distribution of a retail sales manual.

At the conclusion of the program, two Parke, Davis prizes, one valued at $125, the other at $85, were given away.

"Showmanship in Pharmacy—the Key to Better Public Relations" was the subject discussed by the next speaker, Mr. Roy Burton, field manager of retail sales for Owens-Illinois.

In an illustrated lecture (interiors of many successful retail pharmacies were shown), Mr. Burton outlined what some pharmacists have done to enhance their prescription business and to better their public relations. The ideas were sifted from a survey by Mr. Burton of over 5,000 pharmacists over a ten-year period.

Envelopes, containing suggested plans for upping Rx volume, were distributed at the conclusion of the program by Mr. Burton and Mr. Del Morgan, local representative of Owens-Illinois.

At the conclusion of Mr. Burton's talk, the session adjourned to reconvene at 2 p.m.

FIFTH SESSION

The final session of the convention opened with a talk by W. Dorsey Welch, Jr., chairman of the Committee on Papers and Queries, who reported on a survey on drug store hours. His talk was carried in full in the May issue of the CAROLINA JOURNAL OF PHARMACY.

Following Mr. Welch's report, the NCPA was pleased to welcome the president of the Woman's Auxiliary, who reported on her group's activities and accomplishments for the year.

Report of Woman's Auxiliary

MRS. P. W. KENDALL, President

President Tyson, Members of the North Carolina Pharmaceutical Association, and Guests:

It is an honor to bring greetings from the Woman's Auxiliary. This year we have 602 members, with 224 attending the convention.

On July 24, 1956, it was a delightful experience to attend the North Carolina Pharmaceutical Association Banquet in Winston-Salem for the Pharmacist of the Year, and to extend congratulations to Mr. Wade Gilliam.

In November it was a pleasure to spend the day at the School of Pharmacy and visit with Dean Brecht, the Faculty, and the students.

In January the Executive Board of the Auxiliary met at the Institute of Pharmacy and voted to give $100 to the School of Pharmacy for a comfortable sofa in the Girls' Lounge—other money will be used to furnish the Woman's Auxiliary Room at the Institute of Pharmacy—with any remaining funds to be used toward paving the parking lot at the Institute.

The permanent principle of our endowed scholarship is $6,492.81. From the interest a $275 scholarship was awarded to a senior student at the School of Pharmacy

Our reserve fund stands at $400. We also have a Student Emergency Loan Fund of $400 which has been both useful and successful. Eighty-five dollars of this amount was added to the fund this year.

It has been a pleasure to visit many of the local auxiliaries during the year. These drug auxiliaries have worked hard, and they have contributed generously to local charities, scholarships for Pharmacy students, and our projects.

Today at the business meeting, receipts, including dues, scholarships, and contributions totaled $3,348.56. Six scholarships were given for students to the School of Pharmacy for the 1957-58 term.

From the sale of the Scripto pens we have received $503.56. Thank you for cooperating in this project.

The meetings at the Institute of Pharmacy have meant much to the Auxiliary. We appreciate the many courtesies the North Carolina Pharmaceutical Association extends to the officers and members, and we are proud to be an auxiliary of the North Carolina Pharmaceutical Association.

Mr. Stephen T. Forrest, president of the Traveling Men's Auxiliary, brought greetings from his members. He also cordially invited everyone to the TMA party to be held that evening. He said that he felt the committee had arranged a good show which would be enjoyed by everybody.

The Report of the Committee on the President's Address was next heard. This text is carried in full elsewhere in this issue.

The Committee on Resolutions was heard next. This, given by the chairman, J. C. Jackson, was carried in the June, 1957 issue of the CAROLINA JOURNAL OF PHARMACY.

Chairman C. C. Wheeler, Jr. reported for the Committee on Time and Place. He stated that the Committee had received several invitations. but they were favorably disposed toward Durham as the place, but they were leaving the time up to the NCPA Executive Committee.

The Committee on Nominations offered the following slate of candidates for office, which was accepted as read.

For President: C. B. Clark, Jr., Williamston, and W. D. Welch, Jr., Washington.

For First Vice-President: F. Philip Link, Reidsville, and Sam W. McFalls, Greensboro.

For Second Vice-President: Edwin R. Fuller, Salisbury, and James W. Mitchener, Concord.

For Third Vice-President: A. L. Hogan, Kinston, and Herbert E. Lovett, Liberty.

For NCPA Executive Committee: C. D. Blanton, Kings Mountain, and George W. McLean, Clinton.

For Member of the State Board of Pharmacy: Roger A. McDuffie, Greensboro, and John T. Stevenson, Elizabeth City.

For Directors of the N. C. Pharmaceutical Research Foundation: Paul B. Bissette, Sr., Wilson; J. Paul Gamble, Monroe; Wade A. Gilliam, Winston-Salem; Leslie M. Myers, Winston-Salem; I. T. Reamer, Durham; P. J. Suttlemyre, Hickory; Dean Tainter, Marion; and W. Latham West, Roseboro.

As the closing feature of the convention, officers who had been elected by mail ballot to serve for the year 1957-58, were formally installed. They were:

Charles Donald Blanton of Kings Mountain, President.

William Dorsey Welch, Jr. of Washington, First Vice-President.

Samuel Woodrow McFalls of Greensboro, Second Vice-President.

Edwin Rudolph Fuller of Salisbury, Third Vice-President.

The convention was then adjourned.

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Davis, David Ramsey ..... Williamston
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Eldridge, Julius ..... Winston-Salem
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Thompson, Paul Herman ..... Fairmont
Watson, Robert Neal ..... Sanford
Welfare, Samuel Eugene ..... Winston-Salem
White, Luther ..... Wilmington
Wiggins, William Winston ..... Raleigh

MEMBERS—1956

A

Adair, Walter Holmes, Roxboro
Adams, James Walter, Asheville
Adams, Leron Dale, Newton
Adams, Wilbur Royster, Carolina Beach
Adams, William Robert, Jr., Wilson
Adkinson, Newton Frank, Avondale
Aiken, L. W., Mars Hill
Airheart, Jack W., Concord
Albright, George Bishop, Salisbury
Allen, Harry H., Jr., Cherryville
Allen, John W., Charlotte
Allen, Robert Eugene, Hickory
Alligood, Jarvis Marion, Greenville
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Ammons, Raymond M., Red Springs
Anders, G. Howard, Shelby
Anderson, Carolyn Cox, Lansing, Mich.
Anderson, Ernest R., Jr., High Point
Anderson, Joe, New Bern
Andes, Garrette Earl, Wadesboro
Andrews, John Puett, Winston- Salem
Andrews, John Warren, Winston-Salem
Andrews, Richard Homer, Burlington
Andrews, Wesley Thompson, Charlotte
Arnold, Broddie Duke, Raleigh
Ashworth, Ralph Hilliard, Cary
Austin, Beverly Newton, West Jefferson

B

Bain, Jones Douglas, Clayton
Bain, Jones Douglas, Jr., Clayton
Baker, Horace, Mt. Airy
Baker, Walter Presley, Raeford
Balas, John B., Charlotte
Ball, Harold Lee, Winston-Salem
Banner, Robert Dale, Spruce Pine
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Barnett, Jimmie, Henderson
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Barringer, John Marshall, Carthage
Barton, William H., Greensboro
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Beason, Robert Hoyle, Boiling Springs
Beavans, Samuel Clark, Enfield
Beck, Albert L., Jr., Hendersonville
Beck, William C., Hendersonville
Beddingfield, Charles Herman, Clayton
Bell, Frank Roland, Beaufort
Bell, L. R., Tarboro
Belton, Charles N., Mt. Airy
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Benson, Harley O'Neil, Graham
Betts, John Alvin, Albemarle
Biggs, John Waller Smallwood, Greenville
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Birmingham, John Steele, Hamlet
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Bissett, Donald Hines, Kinston
Bissette, Paul Branch, Jr., Wilson
Bius, John H., Raleigh
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Black, Samuel Norman, Ormond Beach, Fla.
Black, William E., Burnsville
Bland, Joseph F., High Point
Blanton, Charles Donald, Kings Mountain
Blanton, Charles Donald, Jr., Kings Mountain
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Bobbitt, A. Bracey, Winston-Salem
Boger, Richard Albert, New Bern
Bolton, Robert Baugham, Rich Square
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Boone, William Thomas, Ahoskie
Bostian, Thomas Richard, Kannapolis
Bowers, Jimmie C., Lincolnton
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Bradley, William Vernon, Jr. Kannapolis
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Brame, Robert Marvin, Jr., N. Wilkesboro
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Brison, Samuel Pressly, Belmont
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Brisson, Lloyd Clifford, Fayetteville
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Brodie, Thomas Lewis, Fayetteville

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Brooks, Frank Gibbons, Jr., Siler City
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Brown, John Herndon, China Grove
Brown, William Colfax, Greensboro
Browning, Alton Cain, Greensboro
Browning, David Benjamin, Kinston
Bruce, Thomas Milton, Hot Springs
Bryan, W. D., Tarboro
Buchanan, Elmer William, Greensboro
Buchanan, Ernest Chadwell, Kinston
Buhmann, Walter L., Asheville
Bunch, Luther Elmo, Goldsboro
Bundy, John Albert, Laurinburg
Bunn, Richard Speight, Elizabeth City
Burgiss, Thomas Reeves, Winston-Salem
Burnette, John Paul, Jr., Rocky Mount
Burris, Loy Ray, Valdese
Burris, Loy Ray, Jr., Valdese
Burrus, Samuel Brainard, Canton
Burt, Milton Stanley, Durham
Burwell, William Armistead, Raleigh
Butler, Alman Byron, Clinton
Bynum, Carney Washington, New Bern

C

Cable, Maurice LeRoy, Asheville
Cagle, Carlus Vann, Greensboro
Cain, Charles Macbeth, Henrietta
Cain, Leighton Dewey, Kannapolis
Caldwell, Earle G., Lumberton
Caldwell, Palmer L., Faison
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Campbell, Francis Earle, Hamlet
Campbell, Howard Turner, Maiden
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Campbell, Rowe B., Jr., Taylorsville
Canaday, Merwin Sharpe, Four Oaks
Canaday, Ralph Clarence, Four Oaks
Cannon, Claude Claiborne, Durham
Capps, Earl U., Ahoskie
Cardell, Jeremiah Curtin, Lenoir
Carmel, Harry L., Fayetteville
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Causey, John H., Rutherford College
Caudle, Virginia, Winston-Salem
Cavanaugh, Samuel MacDonald, Rosehill
Cecil, A. Coke, High Point
Champion, Herbert O., Waynesville
Chandley, Albert B., Asheville
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Cherry, James Lunsford, Charlotte
Civil, John Keough, Charlotte
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Cline, Frederick Herman, Charlotte
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Cooper, Ben F., Corvallis, Oregon
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Costner, Beverly Pulaski, Lincolnton
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Dixon, Walter Reginald, Charlotte
Dollar, Aubrey C., Jr., Winston-Salem
Dowdy, David Astor, High Point
Dowdy, David Astor, Jr., High Point
Dowdy, J. Henry, High Point
Doyle, Lewis Benton, Jr., Roanoke Rapids
Dudley, William Garland, Jr., Riedsville
Duffy, Henry Bryan, New Bern
Dukes, Syndham Stloe, Greensboro
Dunlap, Henry H., Jr., Durham
Dunlap, Ralph Harry, Winston-Salem
Duvall, Clyde Jefferson, Brevard

E

Eadie, Edward Blease, Charlotte
Edmonds, George Heston, Greensboro
Edmonds, Marion Myers, Greensboro
Edwards, Charles Ruffin, Albemarle
Edwards, Gail Barker, Wake Forest
Edwards, James C., Wilmington
Edwards, James W., Winston-Salem
Edwards, Kenneth, Stantonsburg
Edwards, Otho Crowell, Neuse
Edwards, Sherwood McDonald, Jr., Ayden
Edwards, Snowdie McGroover, Ayden
Elliott, Augustus Green, Fuquay Springs
Elliott, Augustus Green, Jr., Fuquay Springs
Elson, John Richard, Jr., Enka
Ennett, William Borden, Ahoskie
Etheridge, Samuel Bushell, Washington
Etheridge, Thomas Jarvis, Bailey
Eubanks, Clyde, Chapel Hill
Eubanks, James Norwood, Greensboro
Evans, Floyd Herbert, Greensboro
Evans, Harold E., High Point
Evans, James Edward, Marion
Evans, William Bryant, Greensboro

F

Faircloth, Vernon L., Charlotte
Fairley, Allene Warren, Dunn
Fairley, Robert Brittain, Dunn
Farrington, John Vanstory, Greensboro
Feagin, Eugene Lloyd, Hendersonville
Fearing, Malcolm Keith, Jr., Manteo
Ferguson, Clarence McDonald, Jr., Siler City
Ferguson, Howard Quinn, Randleman
Ferguson, J. Frank, Jr., Durham
Ferguson, Lewis M., Taylorsville
Finger, Zack Lester, Morganton
Fisher, Clarence G., Lexington
Fisher, Don Hedrick, Lexington
Fisher, Jerry, Statesville
Fisher, Lester, Statesville
Fisher, Oveda, Wilmington
Fisher, Paul Lewis, Jonesville
Fleming, Oliver G., Smithfield
Fletcher, James Hugh Lincolnton
Floyd, Calvin Moore, Jr., Roanoke Rapids
Flynn, Hubert Lanier, Winston-Salem
Fordham, Christopher C., Jr., Greensboro
Forrest, Bedford Brosier, Hillsboro
Forrest, William G., Gastonia
Forrester, Preston Reynolds, Albemarle
Foster, Dan William, Asheville
Foster, J. C. Coke, Tryon
Fox, Carolyn Twiggs, Winson-Salem
Fox, Howard Spencer, Winston-Salem
Fox, James Hamilton, Asheboro

Fox, Junius Claude, Jr., Chapel Hill
Franklin, Russell Edmund, Greensboro
Friday, John Paul, Gastonia
Fuller, Edwin Rudolph, Salisbury
Futrell, Clyde Loraine, Cary

G

Gabriel, James Chandler, Mooresville
Gaddy, Henry M., Asheville
Gaddy, Phil, Marshville
Gamble, Charles Franklin, Monroe
Gamble, Joseph Paul, Sr., Monroe
Gammon, Hunter Oakley, Reidsville
Gardiner, Paul L., Greensboro
Gardner, Winfield Scott, Burlington
Gaylord, Jeremiah Thomas, Kinston
Gibson, John Howard, Whiteville
Gilbert, Lacy Earl, Jr., New Bern
Gilbert, Loamie, Benson
Gilbert, Loamie Mercer, Jr., Maxton
Gillespie, Charles B., Jr., Raleigh
Gilliam, Alvis B., Jr., Reidsville
Gilliam, Wade Axom, Winston-Salem
Gillikin, Claude Elton, Kenly
Glenn, Jamerson Samuel, Mt. Olive
Glenn, Roland A., Burnsville
Goodrum, Cloyd Smith, Davidson
Gordon, Freda Hobowsky, Norfolk, Va.
Gordon, T. W., Thomasville
Gowan, Steve W., Wallace
Graham, Carroll C., Greensboro
Graham, Henry Neill, Albemarle
Graham, John Calhoun, Red Springs
Graham, Leon Irvin, Wallace
Graham, William Wilson, Peachland
Grandy, John I., Charlotte
Grantham, James G., Charlotte
Grantham, Lewis Irvin, St. Pauls
Grantham, Reid Bridgers, Red Springs
Greene, Henry Wilson, Wilmington
Greene, James Paul, Boone
Greene, James Simpson, Morganton
Gresham, John William, Wilson
Greyer, Mary Alice Bennett, Bryson City
Griffin, Ellerbe Wilson, Jr., Kings Mountain
Griffin, Octavus, Roanoke Rapids
Griffin, Sandy D., Burlington
Griffin, William C., Raleigh
Griffin, William Crane, Roanoke Rapids
Griffin, William Russell, Old Fort
Griffith, Wiltshire, Hendersonville
Griffith, Wiltshire, Jr., Hendersonville
Grimes, George David, Robersonville
Gross, Nicholas R., Whiteville
Guion, Clyde Doyle, Cornelius
Guion, Howell Newton, Marshville
Gurley, William Burden, Windsor
Guthrie, Clarence Hudson, Beaufort

H

Hackney, Eugene W., Lumberton
Hackney, Sara Jackson, Lumberton
Hall, James Malcolm, Jr., Wilmington
Hall, Robert Buckner, Mocksville
Hall, Sam Cannady, Oxford
Hall, Stacy Buckner, Mocksville
Ham, Thomas J., Jr., Yanceyville
Hammerness, Francis C., Boulder, Colorado
Hammond, Henry A., Charlotte
Handy, Kenneth E., Raleigh
Hardee, Kirk, Jr., Charlotte
Hardee, William E., Charlotte
Harden, Wilkins, Columbia, S. C.
Hardy, Rudolph, Chapel Hill
Hargett, C. Barker, Washington
Harper, William Lacy, Hendersonville
Harrelson, William Howard, Tabor City
Harrington, Gerald Kelly, Sanford
Harris, George Wesley, Durham
Harris, Joseph Claxton, Durham
Harris, Joseph Claxton, Jr., Durham
Harris, Larry C., Blowing Rock
Harris, William B., High Point
Harrison, James William, Asheville
Harrison, John R., Troy
Harrison, Robert Franklin, Broadway
Hartis, Gilbert Clyde, Winston-Salem
Harward, Ben Russell, Raleigh
Hatcher, Joseph Earl, Kenansville
Haupt, Edward, Newton
Hauss, Harry Lynn, China Grove
Hawkins, Charles Bruce, Bryson City
Hawkins, Clayburn Irvin, Madison
Hawkins, Perry E., Charlotte
Heath, R. Veston, Cove City
Hege, Gerald Dean, Whiteville
Hemingway, Mary Frances, Charlotte
Henderson, G. E., Alexandria, Va.
Hendrick, Arthur Boyd, Kannapolis
Hendrix, Jennings O'Neal, Canton
Henley, John Tannery, Hope Mills
Henriksen, Harold Eugene, Wilmington
Herndon, Harris Howard, Winston-Salem
Herrin, J. Clegg, Albemarle
Herring, Elbert N., Clinton
Herring, Robert Roscoe, Oxford

Herring, Rufus McPhail, Clinton
Hickman, Jack H., Asheville
Hicks, Allen Milton, Pikeville
Hicks, Charles G., Raleigh
Hicks, Jean Snyder, Charlotte
Hicks, John E. F., Goldsboro
High, Paul J., Lincolnton
Higdon, Milton Lee, Forest City
Hill, Jonathan Adoneran, Charlotte
Hines, Robert Milton, Derita
Hix, David T., Durham
Hobbs, Alden, Kinston
Hobbs, Martha Ann Smith, Kinston
Hocutt, Delma Desmond, Henderson
Hoffman, E. N. Lumberton
Hoffman, Joe F., Jr., High Point
Hoffman, Walter Conrad, Guilford College
Hogan, Alexander Lacy, Kinston
Holland, Lewis Lea, Hamlet
Holland, Tom, Mt. Holly
Holland, Willis F., Mt. Holly
Hollowell, W. Clyde, Greenville
Hollowell, W. Herbert, Jr., Edenton
Holt, Worthe Seymour, Goldsboro
Honeycutt, George W., Rockingham
Hood, John Cogdell, Kinston
Hood, John, Jr., Kinston
Hooper, Fred Lambert, Sylva
Horne, Henry Ruffin, Fayetteville
Horner, Lucille Earl, Charlotte
Horton, William Pitts, Wilson
Houser, William Henry, Cherryville
Howe, A. Gregory, Richmond, Va.
Howell, Viola Richards, Dobson
Howell, William Lawrence, Jr., Raeford
Hoyle, Edgar D., Cooleemee
Hoyle, Marion Hudson, Cooleemee
Hudson, Ray Truman, Charlotte
Humphries, A. T., Charlotte
Hunsucker, Everlyn Stutts, Gibson
Hunter, James Boyce, Charlotte
Hunter, Jeanette W. Palm Beach, Fla.
Hunter, Joseph Everette, Jr.
Columbia, S. C.
Huntley, Clarence Oscar, Lenoir
Huntley, Robert C., Coral Gables, Fla.
Huss, Kelly William, Cherryville
Hutchins, James Alexander, Winston-Salem

I

Ingle, Calvin Eldridge, Weaverville
Ingram, Laurance M., High Point
Inman, George Graham, Rockingham
Irwin, Dwayne Alton, Elkin
Irwin, Robert Louis, Elkin

J

Jackson, Jasper Carlton, Lumberton
Jackson, Leonidas, Erwin
Jefferies, C. L. Raleigh
Jenkins, Ingram, Biscoe
Jenkins, Paul Ronald, Murfreesboro
Jenkins, Sam, Walstonburg
Jenkins, Walter I., Biscoe
Jernigan, Rupert Watson, Chapel Hill
Johnson, Arthur Richardson, Winston-Salem
Johnson, Graham Page, Jacksonville
Johnson, Rowland H., Robbins
Johnson, Roy Josiah, Asheville
Johnson, Sidney B., Jr., Charlotte
Johnson, Troy Humphrey, Raleigh
Johnson, Walter P., Kinston
Johnson, William Spurgeon, Rocky Mount
Johnson, Woodrow Wilson, Fuquay Springs
Johnston, Clyde Anthony, Greenville
Joiner, Arthur Eugene, High Point
Joiner, Leon Benjamin, Salisbury
Jolley, Carl Edgar, Lawndale
Jones, Charles Flourney, Jr., Oxford
Jones, David Edward, Beaufort
Jones, Dolan, Monroe
Jones, George Haywood, Zebulon
Jones, John Lee, Canton
Jones, John Lee, Jr., Canton
Jones, Maynard Lowrey, Asheville
Jordan, William M., Jr., Marion
Jowdy, Albert W., Jr., New Bern
Julian, Leslie B., Newland

K

Kale, Robert Glenn, Durham
Kauffman, W. H., Asheville
Keating, Thomas, M., Asheville
Keever, Zeb Thomas, Jr., Lincolnton
Keith, Robert M., Gastonia
Kelly, Hunter Liggett, Durham
Kendrick, Melvin C., Greensboro
Kerr, Banks D., Raleigh
Kiger, Robert W., Shelby
Kinard, Edward R., Jr., Greensboro
King, Alfred Henderson, Durham
King, Benjamin Franklin, Greensboro
King, Roland Gabriel, New Bern
King, Van Hill III, Wilmington
King, Winfred A., Mt. Airy
Kiser, Arthur George, Asheville

Kiser, Frank, Asheville
Kiser, Ray Alexander, China Grove
Kluttz, John, Black Mountain
Knight, James Oliver, Rocky Mount
Knight, Richard A., Pinehurst
Koonce, Samuel G., Chadbourn
Koonts, Archie Alva, High Point
Kritzer, Everett Loftus, Albemarle

L

Lamm, Lewis Marion, Mt. Airy
Lane, Robert L., Greensboro
Langdon, F. Hampton, Greensboro
Langdon, Roscoe, Columbia, S. C.
Langston, Douglas O., Franklinton
Langston, Milton Beron, Jr., New Bern
Lanier, LeRoy, Jr., Fayetteville
Lanning, Edward Ray, Jr., Lexington
Lasley, Charles Glenn, Draper
Latta, Patsy Upchurch, Durham
Layton, Clifton C., High Point
Lazarus, Joseph, Sanford
Lea, Lumartin John, Laurinburg
Ledbetter, E. deBerry, Lexington
Leitch, Henry K. Albemarle
Leonard, Holland Braudis, Jr., High Point
Lewis, William Clyon, Kannapolis
Lewis, Wilson Knowles, Mt. Olive
Libbus, Thomas Anthony, New Bern
Lindsay, Bobby Clay, Salisbury
Link, Francis Philip, Reidsville
Linn, Thomas Latan, Landis
Lloyd, Allen Alexander, Hillsboro
Lloyd, William L., Garner
Lockhart, Bernard Otis, Morristown, Tenn.
London, Lawton W., Jr., Mooresville
Lore, Sara Fountain, Kernersville
Lovelace, Bill, Jr., Boiling Springs
Lovett, Herbert Edward, Liberty
Lovette, James F., Liberty
Lowder, James Franklin, Albemarle
Lowder, John Henry, Marion
Lowder, Thomas M., Jr., Greensboro
Lutz, Horace Cleveland, Hiskory
Lynch, Herman Wright, Dunn
Lynch, Norman Walker, McColl, S. C.
Lynch, William F., Hillsboro
Lyon, Robert Phillips, Wadesboro

M

Mabry, Charles Snellings, Hamlet
MacKesson, Louis Walton, Statesville
Macon, Arthur Boise, Mt. Airy
Malion, Harold Edward, Fairmont
Markham, George Wilber, Fayetteville
Martin, Alfred Newman, Roanoke Rapids
Martin, John Wilford, Macclesfield
Martin, Robert Milus, Ahoskie
Martin, S. L., Jr., Leaksville
Massengill, David Waugh, Bristol, Tenn.
Matthews, John Ivey, Raleigh
Mauney, Harry McCombs, Hayesville
Mauney, Walter McCombs, Murphy
May, Thomas Hilliard, Wake Forest
Mayrand, Louis, Phillip, Winston-Salem
McAdams, Jack Webster, Burlington
McAllister, Harmon Carlisle, Chapel Hill
McAllister, Larry Bikle, Graham
McBride, Thomas LeRoy, Mashville
McCollum, Numa Hill, Leaksville
McCormac, Douglas Alexander, Burlington
McCoy, J. Kenneth, Durham
McCrimmon, Dan Grier, Pittsboro
McDonald, Joanne S., Charlotte
McDonald, John Cameron, Durham
McDonald, William Russell III, Charlotte
McDowell, Norfleet Owen, Jr., Scotland Neck
McDowell, Norfleet Owen, Sr., Scotland Neck
McDuffie, Roger Atkinson, Greensboro
McFalls, Oliver Wendell, Greensboro
McFalls, Samuel Woodrow, Greensboro
McFarland, Thomas W., Charlotte
McGee, James Conrad, Jr., Asheville
McGugan, Vance G., Mocksville
McKeithan, Herbert, Jr., Laurinburg
McKenzie, C. B., Winston-Salem
McLean, Alton Lee, Jr., Raleigh
McLean, George Woodrow, Clinton
McLelland, John Howard, Mooresville
McNeill, John Albert, Whiteville
Mebane, Alfred Holt III, Greensboro
Melvin, Marion Butler, Raleigh
Merritt, Morris E., Wilmington
Meschke, Barbara Dillard, Wilmington, Del.
Metts, Horace M., Charlotte
Miles, Morton Clifton, Henderson
Millaway, Eugene Delano, Burlington
Miller, Archibald James, Hendersonville
Miller, Donald Joseph, Raleigh
Miller, Paul W., Spencer
Miller, Robert Edward, Elizabeth City
Miller, William J., Valdese
Milliones, Peter T., Charlotte
Mills, John Craton, Cliffside
Mills, John E., Cliffside
Mills, Joseph Arthur, Tabor City

Mills, Oscar Walter, Spray
Milton, Robert H., Salisbury
Mitchell, Clarence Eugene, Highlands
Mitchell, Henry Gaither, Burlington
Mitchell, John D., Kannapolis
Mitchell, Thomas Wayne, Cary
Mitchener, James W., Concord
Mitchener, John A., Jr., Edenton
Mobley, Benjamin K., Burlington
Mock, Charles Henry, Boone
Moir, A. L. Burlington
Montesanti, Joe, Jr., Southern Pines
Moore, A. Ray, Morehead City
Moore, Horace W., Lexington
Moore. John W., Asheville
Moore, Milton Alvin, Tarboro
Moore, Milton Alvin, Jr., Tarboro
Moose, Hoy Archibald, Mt. Pleasant
Moose, Hubert Foy, Statesville
Moose, Walter Lee, Greensboro
Morris, Eugene M., Brevard
Morris, Sstephen Carroll, Rural Hall
Morrison, Brame P., Wilson
Moseley, Marina P. C., Raleigh
Moss, Fred Morris, Gastonia
Mosteller, William H., Albemarle
Mureller, Reinhold Ernst, High Point
Muratori, Francis, Charlotte
Murr, George Frank, Thomasville
Murray, Billy Roger, Raleigh
Murrell, Harry Thomas, Albemarle
Musgrove, William McKinley, Catawba
Myers, Leslie M., Winston-Salem

N

Nance, John Sanford, Charlotte
Nance, John S., Jr., Charlotte
Needham, Billy Wright, Mt. Airy
Neil, Joseph W., Huntersville
Nelson, Stacy Gordon, Aulander
Neville, Augustus, Spring Hope
Nicholson, Elliott Noley, Murfreesboro
Nicholson, Michael Albright, Troy
Norris, Charles Allen, Charlotte
Northcott, William W., Winston-Salem

O

Oakley, Calvin Sneed, Mebane
Oakley, Cutis Hill, Roxboro
O'Daniel, James Sydney, Hickory
Odom, Lindsey A., Wilmington
O'Neal, Walton Prentiss, Belhaven
Overman, Harold Speight, Elizabeth City
Owen, Fred R., Tryon
Owens, Thurman Quinton, Whiteville

P

Paderick, Hatherly, Kinston
Page, Clarence Eugene, Jr., Henderson
Paoloni, Claude U., Greensboro
Pappas, Steve A., Gastonia
Paramore, Rex A., Nashville
Parker, Richard Smith, Murphy
Parker, Walter W., Jr., Henderson
Parks, William Allen, Salisbury
Parrish, Alton Sherwood, Newton Grove
Parrish, Leland Frederic, Rocky Mount
Patterson, James L., Salisbury
Patton, James B., Jr., Canton
Patton, William Harrison, Hickory
Pearson, Sarah Pegram, Apex
Pecora, Ruth Patterson, Erwin
Pegram, Addie Bradshaw, Apex
Perkins, Lionel Parker, Jr., S. Boston, Va.
Perry, Margaret Booth, Apex
Petrea, Fred Smith, Greensboro
Phillips, Millard Brown, Albemarle
Phillips, William Penn, Morganton
Pickard, Jefferson Franklin, Greensboro
Pickard, John Milton, Durham
Pike, Jesse M., Concord
Pike, Joseph William, Jr., Concord
Pilkington, Edward Lee, Goldsboro
Pinnix, John M., Sr., Kernersville
Pinnix, Joseph Leak, Kernersville
Pinnix, William Maple, New Bern
Pittman, Billie E., Williamsburg, Va.
Pittman, Rudolph, Burlington
Polk, John Wayne, Kannapolis
Porter, Charles Davis, Concord
Powell, Edward Sholar, Oxford
Powell, William P., Mars Hill
Pressly, Charles Payson, Charlotte
Price, Billy Lee, Conover
Price, Herman Corthell, Creedmoor
Price, Hubert Graham, Raleigh
Price, Samuel Howard, Jr., Mooresville
Price, Samuel Howard, Sr., Mooresville
Proctor, William Vinson, Charlotte
Propst, Gold Blanton, Morganton
Provo, Jean Bush, Raleigh
Pruett, Irvin J., Angier
Puckett, W. Moorefield, Robbins
Pugh, Edward Stuart, Windsor
Pulliam, Homer F., Winston-Salem
Purcell, D. Craig, Salisbury

R

Rabil, Ernest John, Winston-Salem
Rachide, Albert Paul, Jacksonville
Rand, Thomas Reid, Jr., Raleigh
Randall, William Hurley, Jr., Lillington
Rankin, Robert A., Sylva
Ranzenhofer, John Arthur, Greensboro
Raper, Donald J., Rocky Mount
Ray, Ervin Linwood, Asheboro
Reamer, I. Thomas, Durham
Reaves, Charles Adams, Asheboro
Reaves, Hallie Craven, Asheboro
Reaves, L. E., Jr., Fayetteville
Reese, Joe Neal, Kannapolis
Register, Milton Otis, Clinton
Rhem, John F., Burgaw
Rhoades, Jerry D., Southern Pines
Rhyne, Clarence Little, Charlotte
Rhyne, Wayne Frank, Gastonia
Rice, Harry Curtis, Charlotte
Rich, Harold C., Garland
Richardson, Luther Wyatt, Goldsboro
Richardson, Odell Kellie, Boone
Richardson, Vernon Herbert, Summerfield
Richardson, Wayne Robert, Boone
Ridenhour, Davidson Giles, Mt. Gilead
Riggsbee, Edgar Lloyd, Chapel Hill
Ring, Luther Branson, Ozona, Fla.
Rives, Herbert Lisle, Bethel
Roberson, Culas, Spray
Roberts, Herschel, Weaverville
Robertson, William N. Jr., Laurinburg
Robinson, Carlton, Morehead City
Robinson, Derwood Paul, Oxford
Robinson, Harriett Agnes, Lumberton
Robinson, James Clack, Roanoke Rapids
Robinson, Thomas Ruffin, Jr., Goldsboro
Rogers, Hubert Newton, Jr., Lumberton
Rogers, Ralph Peele, Jr., Durham
Rogers, William LeRoy, Pembroke
Rollins, Ernest William, Winston-Salem
Rollins, Stuart Wingo, Winston-Salem
Rose, Willie C., Goldsboro
Rose, Winfield P., Greensboro
Rouse, Louis Livingston, Fayetteville
Royall, George Edwin, Jr., Elkin
Rudisill, Jones Solomon, Forest City
Russell, G. Clark, Greensboro
Russell, Jesse Milton, Jr., Asheville
Russell, Joe Terrell, Waynesville
Russell, Lon D., Greensboro
Russell, Ritchie A., Winston-Salem
Russell, Thomas Wayne, Greensboro

S

Salley, William Moss, Asheville
Salley, William Moss, Jr., Asheville
Sanders, Charl H., Granite Quarry
Sappenfield, William Alfred, Statesville
Sauls, Harold B., Wilmington
Savage, Matthew Council, Roanoke Rapids
Schaefer, Brownie Dickson, Asheville
Scharff, Richard C., Norfolk, Va.
Scharff, Robert Edgar, Clemmons
Schlagel, Arthur P., Jr., Durham
Scudder, Banks, H., Jacksonville
Seabock, Robert Lee, Sanford
Seaborn, Robert H., Greenville
Secrest, Vann V., Jr., Monroe
Selden, Joseph Stancell, Weldon
Semeniuk, Fred, Chapel Hill
Senter, Lloyd M., Carrboro
Senter, Plennie Lloyd, Carrboro
Setzer, Evan, Greensboro
Sewell, Evelyn Salter, Beaufort
Sewell, Guion Linwood, Kinston
Shaw, Willis Breedlove, Mt. Olive
Sheffield, Barnard Cleveland, Jr., Warsaw
Shepherd, Dale M., West Jefferson
Shepherd, Roy C., Jr., Lexington
Sherard, Gene S., Burlington
Sherard, John Frank, Burlington
Sherrill, Fred Lee, Jr., Hickory
Shields, Clarence Louis, Jacksonville
Shigley, Henry Hall, Asheville
Shook, Eulan, Hickory
Shore, Vollie A., Jr., Durham
Shouse, W. Darle, Rural Hall
Shuford, Grady W., Forest City
Sigmon, Russell Brady, Jr., Conover
Simmons, F. C., Jr., Charlotte
Simmons, Foster Joel, Granite Falls
Simmons, Hansford R., Midway Park
Simmons, Peggy Costner, Lincolnton
Simmons, William Alfred, Winston-Salem
Simpson, Noah, Spindale
Simpson, Thomas Skinner, Winston-Salem
Sinclair, Allen, Albemarle
Sisk, Charles Jones, Asheville
Sisk, Robert Cecil, Asheville
Sisk, William T., Asheville
Sitison, James Andrew, Mt. Airy
Skakle, Sybil Austin, Hatteras
Slaughter, Thomas G., Charlotte
Slayton, Mary Thomasine, Washington, D. C.
Slesinger, Stanley S., Charlotte

Sloan, William Lee, Chapel Hill
Sloop, Roger Hester, Winston-Salem
Smith, Emmett Aaron, Jr., Shallotte
Smith, E. H., Jr., Tarboro
Smith, George Washington, Chapel Hill
Smith, Henry Edwin, Thomasville
Smith, James Grey, Stokesdale
Smith, Leon Wriston, Jr., Kannapolis
Smith, Oscar Wilbur, Pilot Mountain
Smith, Ralph Wright, Jr., Kinston
Smith, Richard Henry Lee, Greensboro
Smith, Robert Garland, Mocksville
Smith, Roger Austin, Raleigh
Smith, Thel Eugene, Goldsboro
Smith, Victor L., Bradenton, Fla.
Smith, William Julius, Chapel Hill
Smith, William Oscar, Arlington, Va.
Southern, Joseph Carson, High Point
Sparks, Betty Tate, Charlotte
Sparks, James Ellis, Elizabeth City
Stahl, Gerald M., Durham
Stalvey, John C., Knightdale
Stamps, J. N., High Point
Stanford, Joyce Nelson, Chapel Hill
Stang, William S., Greensboro
Stanley, Verner E., Charlotte
Stanton, William Harper, New Bern
Stevens, Mac Watson, Broadway
Stevenson, John Thomas, Elizabeth City
Stewart, Jesse Southerland, Fremont
Stich, Wallace C., Clearwater, Fla.
Stimson, J. H. Statesville
Stine, Charles R., Charlotte
Stone, Benjamin Franklin, Elizabethtown
Stone, Harry Curtis, Jr., Salisbury
Stone, Wilbert L., Franklinton
Stonestreet, Dewey Harding, Winston-Salem
Stowe, Harry Reid, Charlotte
Strickland, Charles Brandon, Fayetteville
Stroupe, L. S., Kings Mountain
Strout, Vernon Longsworth, Ellerbe
Summey Purvey Burpee, Mt. Holly
Summey, William Lewis, Dallas
Susman, Beatrice Kaminetzky,
N. Miami Beach, Fla.
Suttlemyre, Claude Philip, Hickory
Swan, William J., Tampa, Fla.
Swearngan, Clarence LeRoy, Charlotte
Sykes, Ralph James, Greensboro

T

Tainter, Dean, Marion
Talbert, George Robert, Winston-Salem
Tart, Paul Edwin, Kinston
Tate, Earl Henry, Lenoir
Tate, W. Stanford, Lexington
Tatum, Joseph Myron, Asheville
Taylor, Charles Albert, Jacksonville
Taylor, James G., Conway
Taylor, Leroy Boone, Conway
Taylor, Norwood T., Raleigh
Taylor, William P., Roanoke Rapids
Taylor, William West, Chapel Hill
Teague, James Ralph, High Point
Tennant, Walter Douglas, Crossnore
Terrell, John Arthur, Jr., Sanford
Thomas, James Seymour, Charlotte
Thomas, John Ivey, Dunn
Thomas, William Graham, Varina
Thompson, Dalma Adair, Wallace
Thompson, Herman O., Chapel Hill
Thompson, James L., Reidsville
Thorne, Samuel Thomas, Charlotte
Thornton, George Palmer, Goldsboro
Tilles, Irving, High Point
Tilley, John Everett, Jamestown
Timberlake, Claude Vernon, Jr.,
Camp Lejeune
Timberlake, Harry Wilson, Roanoke Rapids
Tomlinson, Leon C., Fayetteville
Toms, Elmo Reid, Wilmington
Townsend, James H., Red Springs
Trantham, Harold D., Asheville
Tosper, Edith Woodman, Chapel Hill
Trotter, Pinkney Lawson, Thomasville
Tunstall, Christine, Apex
Tunstall, Joe Peyton, Washington
Turlington, Jesse E., Lumberton
Turnbull, Edward Kenneth, Shelby
Turner, Charles F., Shelby
Turner, Christopher C., Jr., Scotland Neck
Turner, George Wilson, Wilmington
Turner, Joseph Kelly, Jr., Weldon
Turnmyre, Arthur P., Mt. Airy
Tyson, Jesse Williams, Greensboro
Tyson, Wendell Brown, Rocky Mount

U

Umphlett, Harry B. Jr., Elizabeth City
Umstead, Oscar Logan, Durham
Underwood, Hamilton Polk, Jr., Fayetteville
Upchurch, Julian Emmett, Jr., Spring Hope
Upchurch, Malcolm Thurston, Smithfield
Usher, Joseph Thomas, Greensboro
Uzzell, Steve C. C., Black Mountain

V

Van Valkenburgh, William B., Asheville
Varner, Sebron Edward ,Jr., Brevard
Viall, Wesley Russell, Jr., Pinehurst
Vinson, Emmett Littlebury, Halifax
Vinson, Joe Battle, Raleigh

W

Wade, Clifton Elsworth, Colerain
Wagner, John Wesley, Charlotte
Wagner, Murphy Thomas, Jr., Durham
Walker, Archie Duval, Wilmington
Walker, Harry Wilbur, Norlina
Walker, Hubert Long, Greensboro
Walters, James Edward, Morven
Ward, Bernard Rudolph, Goldsboro
Ward, James Luther, Jr., Canton
Ward, Waits Artemus, Swannanoa
Ward, Wilbur Shepherd, Hickory
Warren, Bowman Glidewall, Rural Hall
Warren, J. C., Benson
Waters, George Walter, Jr., Goldsboro
Watson, Emory Milner, Southern Pines
Way, James Arthur, Jr., Winston-Salem
Webb, Thomas Paul, Jr., Shelby
Webster, Parke E., Burlington
Webster, Willie Broox, Fairmont
Welborn, John Henry, Lexington
Welborn, William Fowle, Lexington
Welch, William Dorsey, Jr., Washington
Wells, Kermit Francis, Marion
Wells, Robert Rodney, Shelby
Wells, William Potter, Durham
Welsh, Olin Henderson, Fayetteville
West, James R., Asheville
West, June Bush, Raleigh
West, Waits Artemus, Roseboro
West, Wilbur Latham, Roseboro
Whaley, Lloyd Milton, Wallace
Wharton, Lee Alexander, Gibsonville
Wheeler, Claude Cameron, Jr., Chapel Hill
Wheeler, Cyrus Rankin, Oxford
White, Clarence Bernard, Henderson
White, George Spencer, Lexington
White, Grey Bullock, Burlington
White, James Stark, Mebane
White, Joseph Graham, Burlington
White, Ralph Lawrence, Troy
White, Walter Rodwell, Warrenton
Whitehead, Charles Raymond, Ramseur
Whiteley, Iley, Morganton
Whiteley, Roland Scott, Greensboro
Whitford, Bryan Henry, Rocky Mount
Whitley, Howard Emsley, Concord
Whitley, Wyatt Yelverton, Fremont
Whitson, William James, Phelps, N. Y.
Wiggins, Kenneth L., Goldsboro
Wilkerson, Ira Otis, Asheville
Williams, Archibald Hunter A., Oxford
Williams, Bruce, Nashville
Williams, Charley Harold, Asheboro
Williams, Earl Gaston, Gastonia
Williams, Glenwood Lee, Fayetteville
Williams, John Cossie, Bessemer City
Williams, Martin H., Lexington
Williams, Martin V., Winston-Salem
Williams, V. Frazier, Yanceyville
Williams, William Alexander, Williamston
Williamston, J. Worth, Salisbury
Williford, E. H., Jr., Kannapolis
Williford, John Samuel, Pinetops
Willis, Robert Moore, Southport
Wilson, Claude Arthur, Monroe
Wilson, Harry W., Jr., Winston-Salem
Wilson, Joseph Helsaback, Winston-Salem
Wilson, Robert Charles, Hendersonville
Wilson, Thomas Harvey, Gastonia
Wilson, William Hooper, Raleigh
Winter, Carlton O., Jacksonville
Wohlford, Herbert William, Charlotte
Wolfe, Benjamin Houston, Burlington
Wolfe, John Carl, Hickory
Wolfe, Robert P., Mt. Airy
Wolfe, William Samuel, Mt. Airy
Womble, Logan Nyal, Plymouth
Wood, John Dee, Norfolk, Va.
Woodard, Barney Paul, Princeton
Woodard, John Bennett, Kannapolis
Woodard, Grover Ben, Franklin
Woody, Robert Richman, Burlington
Woolard, Edward Watson, Henderson
Wooten, Ruth Aycock, Raleigh

Y

Yandle, Howard Avant, Chapel Hill
Young, Charles W., Jr., Elizabeth City
Young, Thomas F., Leicester

Z

Zuckerman, Isaac L., Greensboro

ASSOCIATE MEMBERS

Adams, James C., Landis
Almand, Charles Aubrey, Rocky Mount
Angel, T. W., Jr., Franklin
Barbour, Thelbert Alonzo, Burlington

Biggerstaff, Raymond W., Gastonia
Black, Baxter, F., Jr., Kannapolis
Booth, L. P., Hayesville
Brown, Samuel James, Gastonia
Bryan, J. E., Lumberton
Cahill, Edgar Leon, Winston-Salem
Correll, Leslie James, Kannapolis
Coxe, James Sherwood, Raleigh
Creech, Joseph A., Selma
Dallas, G. L., Leaksville
Dorton, R. G., Charlotte
Elam, Paul W., Louisburg
Elks, Chester A., Scotland Neck
Faulkner, Edward G., Monroe
Gamble, Joe Paul, Jr., Monroe
Garland, Robert G., High Point
Garris, Robert Lee, Washington
Gibson, Willie Stephen, Goldsboro
Gwin, Charles Eugene, Salisbury
Hedrick, Hoyt Carlynn, Monroe
Hendrick, Ted Holmes, Kannapolis
Hern, J. A., Valdese
Hickman, Sam G., Statesville
Holmes, Ralph T., Statesville
Horton, Victor Walter, Asheville
Jenkins, Edmund Thomas, Winston-Salem
Ketchum, W. L., Jacksonville
Liske, P. J., Salisbury
Littlefield, Gary Anderson, Gastonia
Lovingood, Jack B., Hendersonville
Matthews, George David, Stoneville
Matthews, Johnnie Lee, Rocky Mount
Matthews, Weldon C., Morehead City
McGhee, Joseph T., High Point
McGill, J. L., Kings Mountain
McLarty, George, High Point
McNeill, W. C., Whiteville
Niven, Howard A., Charlotte
Overton, John Tyler, Southern Pines
Pearce, Ennis Lee, Rocky Mount
Pinner, Beaman L., Asheville
Pinnix, John Marshall, Jr.
Pollard, Leland V., Burnsville
Reeves, Elmer J., Charlotte
Riddle, Steve W., Burlington
Royal, J. Weldon, Denton
Royall, George E., Elkin
Rumfelt, Jack Norman, Belmont
Russell, Rufus C., Greensboro
Secrest, Vann V., Monroe
Stonestreet, Conrad F., Winston-Salem
Summer, Alfred Cooper, Burlington
Suttle, Julius Albert, Jr., Shelby
Taylor, Charles Alexander, Mt. Holly
Taylor, Charlie Celcirt, Saratoga
Threewitts, George A., Littleton
Treadwell, John E., Raleigh
Upchurch, John O., Salisbury
Viall, Wesley R., Pinehurst
Vinson, James Thomas, Jr., Goldsboro
Walters, Chester R., Salisbury
Wharton, Charles A., Gibsonville

HONORARY MEMBERS

Bowman, Frederick O. . . . . Chapel Hill
Dargavel, John W. . . . . Chicago, Ill.
Graham, Frank Porter . . New York, N. Y.
Holton, Charles William . Essex Falls, N J.
Jones, Rowland, Jr. . . . Washington, D. C.
Noble, Alice . . . . . Chapel Hill

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WOMAN'S AUXILIARY, 1957-58

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

OFFICERS

President ..... Mrs. W. D. Welch, Jr., Washington
First Vice-President ..... Mrs. B. R. Harward, 3224 Six Forks Road, Raleigh
Second Vice-President ..... Mrs. T. M. Holland, Mt. Holly
Secretary ..... Mrs. G. Haywood Jones, Zebulon
Treasurer ..... Mrs. Leslie M. Myers, 420 Lawndale Ave., Winston-Salem
Parliamentarian ..... Mrs. C. D. Blanton, Kings Mountain
Historian ..... Mrs. F. F. Potter, 1227 Wendover Road, Charlotte
Advisor ..... Mrs. P. W. Kendall, 2126 Cumberland Ave., Charlotte
Advisor ..... Mrs. W. P. Brewer, 305 Meadowbrook Terrace, Greensboro

LOCAL AUXILIARY OFFICERS, 1957-1958

Asheville

President ..... Mrs. C. A. Beaman, 8 Lorraine Avenue
Vice-President ..... Mrs. G. B. Rogers, 191 School Road
Secretary ..... Mrs. T. M. Donnelly, Edgewood Knoll Apartments
Treasurer ..... Mrs. H. R. Laidlaw, 9 Henrietta Street
Corresponding Secretary ..... Mrs. B. L. Pinner, 148 Brucemont Circle
Parliamentarian ..... Mrs. J. M. Tatum, 36 Wembley Road
Historian ..... Mrs. T. D. Bennett, 270 Stratford Road
Reporter ..... Mrs. H. J. Dover, 111 Aurora Drive

Burlington-Alamance

President ..... Mrs. W. S. Gardner, 146 Hillside Drive, Burlington
Vice-President ..... Mrs. A. L. Moir, Route 7, Burlington
Secretary ..... Mrs. Melvin Lynn, 116 N. John St., Burlington
Treasurer ..... Mrs. A. C. Summer, Sr., 325 Hall Ave., Burlington
Chaplain ..... Mrs. Lee Wharton, Gibsonville
Historian ..... Mrs, C. B. Jones, 200 S. Fifth Street, Mebane

Charlotte

President ..... Mrs. J. H. Morris, Jr., 2208 Arnold Drive
Vice-President ..... Mrs. James A. Wolfe, 4236 Waterbury Drive
Recording Secretary ..... Mrs. H. J. Singleton, Baker Drive
Corresponding Secretary ..... Mrs. W. G. Fowler, 1160 Montford Drive
Treasurer ..... Mrs. C. F. Norman, 1535 Carolyn Drive
Parliamentarian ..... Mrs. Victor L. Riggsbee, 2201 Bucknell Ave.
Advisor ..... Mrs. F. F. Potter, 1227 Wendover Road

Greensboro

President ..... Mrs. Marion Edmonds, 514 Woodvale
Vice-President ..... Mrs. J. T. Hart, 1822 Colonial Avenue
Secretary ..... Mrs. G. H. Steele, 3807 Parkwood Drive
Treasurer ..... Mrs. G. G. Buchanan, 106 E. Avondale
Chaplain ..... Mrs. Winfield Rose, 3615 Friendly Road
Historian ..... Mrs. Claude Paoloni, 710 Magnolia Street
Advisors: ..... Mrs. D. D. Claytor, 1208 Quail Drive
Mrs. E. R. Kinard, Jr., 2605 Overbrook Drive
Mrs. W. E. Davis, 201 Aberdeen Terrace

High Point

President.....Mrs. S. O. Bailey, 618 Gatewood
Vice-President.....Mrs. Carson Southern, 614 Westwood
Secretary.....Mrs. Claude Lowe, RFD #5
Treasurer.....Mrs. Irving Tilles, 610 W. Farriss
Parliamentarian.....Mrs. E. R. Anderson, Jr., 916 N. Rotary Drive

Lizzie Hancock Chapter

President.....Mrs. D. D. Hocutt, Deceased
Vice-President.....Mrs. C. B. White, 343 Young Avenue, Henderson
Secretary-Treasurer.....Mrs. D. O. Langston, Franklinton

Pharmacy Wives
(Chapel Hill)

President.....Mrs. Daniel Winstead, 168 Bagley Drive
Vice-President.....Mrs. Paul Stevenson, 183 Daniels Road
Secretary.....Mrs. David King, 112 Longview Street
Treasurer.....Mrs. Ivan Willard, 110 Longview Street
Historian.....Mrs. William Ponder, 213 Jackson Circle

Raleigh

President.....Mrs. R. L. Brown, 119 Wilmont Drive
Vice-President.....Mrs. Henry P. Ferrell, 324 Northwood Drive
Secretary.....Mrs. Romas T. White, Jr., 2705 Wayland
Treasurer.....Mrs. Joe Gillespie, 4306 8th St., Farrior Hills
Reporter.....Mrs. W. W. Jordan, RFD, Five Points

Rowan
(Salisbury)

President.....Mrs. George Albright, Jr., 1037 Emerald Street
Vice-President.....Mrs. James Fowler, 206 Grove Street
Secretary-Treasurer.....Mrs. Robert Julian, 1048 Round Knob Ave.
Historian.....Mrs. M. L. Joye, Rt. #1, Box 135A

Sandhills

President.....Mrs. W. R. Viall, Jr., Pinehurst
Vice-President.....Mrs. W. B. Whitlock, Aberdeen
Secretary-Treasurer.....Mrs. J. T. Overton, Sr., Southern Pines

Wilmington

President.....Mrs. George Turner, 222 Oak Leaf Drive
Vice-President.....Mrs. W. A. Morton, 802½ Market Street
Treasurer.....Mrs. V. J. Lindenschmidt, 101 N. 7th St.
Recording Secretary.....Mrs. Robert Jones, 256 N. 26th St.
Corresponding Secretary.....Mrs. J. L. Holloway, Rt. 3, Box 53B

Winston-Salem

President.....Mrs. Charlie Davis, 419 Carolina Circle
Vice-President.....Mrs. John Holland, 1043 Irving Street
Secretary.....Mrs. John Andrews, c/o Andrews Pharmacy, 1308 S. Hawthorne
Treasurer.....Mrs. Craig Lewis, 2600 Forest Drive

Nominating

Mrs. J. C. Jackson, **Chairman**
Mrs. Alfred Martin
Mrs. M. B. Melvin

Ways and Means

Mrs. David McGowan, **Chairman**
Mrs. W. R. Adams
Mrs. D. D. Claytor

Membership

Mrs. Ben R. Harward, **Chairman**
Mrs. Dean Tainter
Mrs. J. P. Tunstall

Hospitality

Mrs. T. M. Holland, **Chairman**
Mrs. C. D. Blanton, Jr.
Mrs. W. L. West

Resolutions

Mrs. W. B. Gurley, **Chairman**
Mrs. E. W. Griffin, Jr.
Mrs. W. A. Ward

Publicity

Mrs. E. R. Fuller, **Chairman**
Mrs. J. R. Casteel
Mrs. Graham Culbreth

Liaison

Mrs. George Albright, Jr.
Mrs. S. O. Bailey
Mrs. C. A. Beaman
Mrs. Paul Bissette, Jr.
Mrs. J. R. Brockwell
Mrs. R. L. Brown
Mrs. J. L. Creech
Mrs. J. R. Curtis
Mrs. Charlie Davis
Mrs. Marion Edmunds
Mrs. S. M. Edwards, Jr.
Mrs. Paul Gamble
Mrs. W. S. Gardner
Mrs. W. R. Griffin
Mrs. J. Floyd Goodrich
Mrs. I. E. Helms
Mrs. W. L. Hickman
Mrs. J. C. Hood, Jr.
Mrs. A. W. Jowdy, Jr.
Mrs. W. M. Laign
Mrs. George Markham
Mrs. Eugene M. Morris
Mrs. J. H. Morris, Jr.
Mrs. James Mitchener
Mrs. Fred J. Ray
Mrs. J. Linwood Robinson
Mrs. Edwin Royall
Mrs. C. L. Shields
Mrs. Claude P. Suttlemyre
Mrs. W. R. Viall, Jr.
Mrs. Claude Wheeler, Jr.
Mrs. L. W. Whittle
Mrs. Daniel Winstead
Mrs. W. C. Wrike

MINUTES OF THE 30th ANNUAL MEETING WOMAN'S AUXILIARY, N.C.P.A. MAY 7, 1957

The Thirtieth Annual Meeting of the Woman's Auxiliary of the North Carolina Pharmaceutical Association was held on May 7, 1957 at 10 A.M. at Hotel Charlotte, Charlotte, N. C. The meeting was called to order by the President, Mrs. P. W. Kendall, and the devotional, "The Lord's Prayer" by Malotte, was sung by Mrs. Constance Lyford. Greetings were extended by Mrs. F. F. Potter, Charlotte, N. C., and the response was given by Mrs. T. J. Ham, Jr., Yanceyville, N. C. Mrs. Lyford, soprano, of Charlotte, then sang "This Day Is Mine" by Harriet Ware accompanied at the piano by Mrs. Thomas M. Holland of Mount Holly.

The roll call and reading of the minutes were dispensed with.

At this point the Chair appointed a committee to audit the minutes. The committee was composed of the following: Mrs. B. R. Harward, Mrs. James Casteel, and Mrs. Ben Cooper.

Mrs. B. R. Harward, Treasurer made her report.

STATEMENT OF RECEIPTS AND DISBURSEMENTS, 1956-57
WOMAN'S AUXILIARY, N. C. PHARMACEUTICAL ASSOCIATION

Receipts (See *Schedule A*)	$3531.14
Disbursements (See *Schedule B*)	$3321.41
Cash transferred to Treasurer for 1957-58	209.73

Respectfully sumbitted, Mrs. Ben R. Harward, Treasurer, 1956-57

Audited and Approved by:
Mrs. T. M. Holland, Mrs. L. M. Myers, and Mrs. J. C. Bullock

SCHEDULE A—1956 **Receipts**

Funds transferred from Mrs. Ben R. Harward, Treas. 1955-56	$ 154.58
Additional 1956 Dues	1.00
1957	
Mrs. W. D. Welch, Jr. (Membership dues)	604.00
Complimentary Life Memberships (6)	
Project Committee (direct) $612.—$108.44 (expense)	503.56
(Additional funds were contributed to Project Com. by Charlotte and listed below in Local Aux. Contb.)	
Convention Registration	
Members 209 @ $2.00	418.00
Visitors 9 @ 5.00	45.00
Complimentary Guests (6)	
Local Auxiliary Contributions	
Asheville—School of Pharmacy	20.00
Alamance Drug Circle	
Institute of Pharmacy	25.00
School of Pharmacy	25.00
Charlotte	
Charlotte Aux. Scholarship	225.00
Grace K. Edwards Scholarship	125.00
*Grace K. Edwards Scholarship	100.00
Institute of Pharmacy	100.00
School of Pharmacy	100.00
State Project	50.00
Greensboro	
*Greensboro Aux. Scholarship (pledge)	225.00
Institute of Pharmacy	150.00
School of Pharmacy	75.00
High Point—*Institute of Pharmacy	50.00
Lizzie Hancock—School of Pharmacy	25.00
Pharmacy Student Wives	
Institute of Pharmacy	15.00
School of Pharmacy	35.00
Raleigh—*Institute of Pharmacy	100.00
Wilmington—Institute of Pharmacy	50.00
Winston-Salem	
School of Pharmacy	100.00
*Scholarship direct to boy	150.00
Mrs. P. W. Kendall—For Student Emergency Loan	35.00
TOTAL CASH RECEIPTS (Thru Treasurer's Account and Direct)	$3531.14

*These checks were not run through the Woman's Auxiliary Bank Account since they were made payable to the recipient direct.

SCHEDULE B **Disbursements**

Miscellaneous:

A.Ph.A. Lounge (Reader's Digest)		$ 7.00
Committees' Expenses		95.36
Convention Expenses		
Badges—name plates	$16.50	
Convention Ch. Exp.	16.43	
Flowers	76.44	
Gift Ch. Exp.	30.47	
Herald Press	40.30	
Page Shoulder Ribbons	8.00	
Plastic Bags for favors	4.35	
Programs	29.50	
P. A. System	10.00	
Registrars	60.00	
Tickets for So. Dairies Lun.	5.00	
Transfer of Contributions		
Total Convention Expenses		296.99
Gift of Appreciation—Mrs. W. J. Smith		100.00
Institute of Pharmacy—Kitchen help		25.00
Mrs. P. W. Kendall—President's Allowance		35.00
Bank Charge		.50
Transfer of Contributions		
To Institute of Pharmacy		
Local Auxiliary Contributions (Thru Treas.)		340.00
Local Auxiliary Contributions (Direct)		150.00
Projects (net receipts)		553.56
From dues		303.00
To Student Emergency Loan		
From dues		50.00
From President's Allowance		35.00
To School of Pharmacy		
Local Auxiliary Contributions		370.00
From State dues to School		100.00
To Scholarship Fund		
Thru Treasurer		385.00
*Direct to School		100.00
*Direct to boy		150.00
*Pledge		225.00
Total Disbursements and Transfer of Funds		3321.41
TOTAL RECEIPTS		3531.14
TOTAL DISBURSEMENTS		3321.41
CASH TURNED OVER TO TREASURER FOR 1957-58		209.73

Due to the absence of the Parliamentarian, Mrs. G. C. Hartis of Winston-Salem there was no report.

Mrs. D. F. McGowan, Chapel Hill, N. C., Historian, stated that the Scrapbook for 1956 had been kept up to date and was on display.

STANDING COMMITTEE REPORTS

Executive: Mrs. Edwin R. Fuller, Salisbury

The Executive Board of the Woman's Auxiliary of the N.C.P.A. met six times this year.

Mrs. P. W. Kendall called a meeting immediately after she was elected to office as our President. This meeting was held in Raleigh at the conclusion of our 1956 Convention and served as a "Get acquainted with my officers meeting." Handbooks with the duties of each officer were distributed.

June 12, 1956 a call session of the Executive Board was held at the Institute in Chapel Hill for the purpose of securing a Treasurer. The resignation of the Treasurer was accepted due to illness.

August 1, 1956 the Executive Board met in Chapel Hill to deal with business matters. Mrs. W. J. Smith was given $25.00 to cover extra kitchen help at the Institute.

November 19, 1956 the Executive Board met in Chapel Hill with the Projects Committee for the purpose of considering ideas and suggestions of this committee. The Committee's report was unanimously adopted.

January 30, 1957 the Executive Board met for the fifth time. The following motions were adopted: That Charlotte be allotted a sum up to $300.00 for convention expenses; convention registration remain at $2.00; a committee composed of Mrs. David McGowan, Mrs. M. L. Jacobs, and Miss Jane Welch, was appointed to purchase something comfortable for the girls' lounge at the School of Pharmacy, and the Auxiliary donated $100.00 toward this purchase; that the Auxiliary furnish the lounge at the Institute of Pharmacy and any money over and above be used toward the paving of the Instiute parking lot; and Mrs. W. J. Smith be given $100.00 in love and appreciation for her work with the Auxiliary.

May 5, 1957 the Executive Board met in Charlotte and final business matters were taken care of prior to the Convention.

Hospitality: Mrs. Grady Britt, Raleigh.

In the absence of Mrs. Britt the secretary read her report as follows: "As Chairman of the Hospitality Committee, I sent 31 (thirty one) cards during the past year to the sick and bereaved; Also included were cards of congratulations to the parents of new babies."

Membership: Mrs. W. D. Welch, Jr., Washington.

State Members—602
Convention Attendance—224

Resolutions: Mrs. Graham Culbreth, Southern Pines

In the absence of Mrs. Culbreth, Mrs. Ben Cooper of Chapel Hill, member of the Resolutions Committee, gave the following report.

Whereas, our outgoing officers and committee members have contributed generously and without hesitation of their time and effort on behalf of the Woman's Auxiliary, and

Whereas, their leadership has made possible the accomplishment of all major objectives for this year, and

Whereas, the example set by them shall guide and inspire our incoming officers and committee members, wherefore

Be it resolved, that a "well done" and unanimous vote of thanks be extended to them by the members here assembled.

Whereas, the successful planning of our convention was made possible through the cooperation of the North Carolina Pharmaceutical Association and the Traveling Men's Auxiliary, and

Whereas, numerous gifts and special events for our enjoyment were contributed by many manufacturers, wholesalers and other firms, therefore

Be it resolved, that our sincere thanks be extended to them for their kindness and generosity.

Whereas, the members of the Charlotte Chapter of the Woman's Auxiliary have given of time and means to the success of this convention, and

Whereas, they have provided the best in hospitality and entertainment, therefore

Be it resolved, that all members in attendance at this 1957 convention give them a round of applause and a rising vote of thanks.

These Resolutions were voted upon and accepted.

Publicity: Mrs. James A. Wolfe, Charlotte

Mrs. Wolfe reported that all members were mailed copies of "Doings" in September 1956, and again in April, 1957; also complete coverage of the convention was being carried in local newspapers.

Projects: Mrs. Homer Starling, Raleigh

$503.56 was realized at the Convention through the sale of Scripto Pens. With each purchase a prize ticket was given for a $500.00 hand-made wool rug, donated by Mrs. W. R. Viall, Sr., of Pinehurst, and a portable TV set, donated by the W. H. King Drug Company of Raleigh.

Liaison: Mrs. W. P. Brewer, Greensboro

This new committee, formed this year, has proved essential resulting in an increase in state membership.

Nominating: Mrs. Haywood Jones, Zebulon

This committee composed of: Mrs. Jones, Mrs. J. M. Darlington, Winston-Salem, and Mrs. M. L. Jacobs, Chapel Hill, presented the following slate of officers for 1957-1958, which was accepted:

President—Mrs. W. D. Welch, Jr., Washington

First Vice President—Mrs. B. R. Harward, Raleigh

Second Vice President—Mrs. Thomas M. Holland, Mount Holly

Secretary—Mrs. Ben Cooper, Chapel Hill

Treasurer—Mrs. L. M. Myers, Winston-Salem

Historian—Mrs. F. F. Potter, Charlotte

Parliamentarian—Mrs. C. D. Blanton, Kings Mountain

Advisors—Mrs. W. P. Brewer, Greensboro
Mrs. P. W. Kendall, Charlotte

Greetings were extended by Mr. J. W. Tyson, President N.C.P.A., Dean E. A. Brecht, Dean of the School of Pharmacy; and Mr. Stephen Forrest, President of the T.M.A. Wives of these men were recognized.

LOCAL AUXILIARY REPORTS

Asheville: President, Mrs. J. M. Tatum

This group with 23 active members meets the third Tuesday of each month from September through May. With one fund raising project, a Benefit Bridge, they were able to contribute $20.00 toward the purchase of a sofa for the Girl's lounge at the School of Pharmacy. Also voted to deposit $50.00 each February in Asheville Federal Loan Association, the principal and interest of which is to be devoted toward the education of a worthy student of Pharmacy at U.N.C.

Alamance: President, Mrs. G. R. Pittman

In the absence of Mrs. Pittman her report was read by Mrs. C. M. Andrews. The 30 members of this auxiliary raised the money for their project by means of a Christmas bazaar, and through the sale of Christmas cards. They contributed $25.00 to the Institute of Pharmacy and $25.00 to the School of Pharmacy.

Charlotte: President, Mrs. F. F. Potter

Charlotte Auxiliary has a paid membership of 63, and 6 honorary Life Members.

Receipts from projects and membership dues:	$1,202.50
Disbursements:	1,002.06
	$ 200.44

A sum of $1,019.50 was raised at a Benefit Bridge and Canasta party. The group contributed $225.00 to the Charlotte Woman's Druggist Auxiliary Scholarship Fund; $225.00 to the Grace K. Edwards Scholarship Fund; $100.00 to the School of Pharmacy; $100.00 to the Institute of Pharmacy; and $50.00 to the State Project.

Greensboro: President, Mrs. E. R. Kinard, Jr.

Active membership of this auxiliary totals 63 members. The budget was raised by means of a Benefit Bridge, sale of candy, and Christmas candy through which they netted close to $500.00. The group contributed $225.00 to the Scholarship Fund, $150.00 to the Institute of Pharmacy, and $75.00 to the School of Pharmacy to be used where best suited.

High Point: President, Mrs. E. R. Anderson, Jr.

The sale of Christmas cards was their money making project. $50.00 was contributed toward the furnishing of a room at the Institute of Pharmacy.

Lizzie Hancock: President, Mrs. D. D. Hocutt

In the absence of Mrs. Hocutt, her report was read by the secretary. This Auxiliary is a four county group consisting of Granville, Warren, Franklin, and Vance. 24 members attended their annual meeting. A gift of $25.00 was given to be used for the girl's lounge at the School of Pharmacy.

Pharmacy Wives: President, Mrs. J. C. Bullock, Jr.

In the absence of Mrs. Bullock, the report was read by Mrs. I. W. Rose. This Auxiliary includes the pharmacy student wives, graduate student wives, faculty wives, and others closely connected to the School of Pharmacy. Meetings are held twice a month. Funds for their projects were obtained by a bake sale. $35.00 was presented to the Scholarship Fund, and $15.00 to help furnish the Woman's Auxiliary room at the Institute of Pharmacy.

Raleigh: President, Mrs. W. F. Elmore

Enrolled are 56 members, 8 of whom are new this year. The club meets once a month alternating luncheon meetings with night meetings. A Benefit Bridge netted the club $166.90. They contributed $100.00 to the Institute of Pharmacy to be used for furnishing the Woman's Auxiliary Room. $50.00 was given to local charities.

Rowan: President, Mrs. Edwin R. Fuller

This Auxiliary was organized October 4, 1956 by the State President. Luncheon meetings were planned for third Wednesday of each month. Dues were fixed at $5.00 a year. They presented $25.00 to be used for furniture for the Girl's Lounge at the School of Pharmacy.

Sandhill: President, Mrs. W. R. Viall, Jr.

No Report.

Wilmington: President, Mrs. A. J. Simeone

This auxiliary has 17 paid members. A Turkey Raffle proved a most successful money raising project. $50.00 was contributed to the Institute of Pharmacy to be used as needed. During the year the members worked in many community and civic activities.

Winston-Salem: President, Mrs. Leon Cahill

This group is composed of 48 state members. A Benefit Bridge and Fashion Show netted them $280.00. This year they gave $150.00 to a local boy going to Pharmacy School. Also contributed $100.00 for the lounge at the School of Pharmacy

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Miss Frances Shannonhouse, of the *Charlotte Observer* reporter staff, was recognized as a guest.

Mrs. W. D. Welch, Jr., First Vice President, took the Chair while the President gave her report.

PRESIDENT'S REPORT

This has been a most eventful year—a year full of new experiences, and many new friends. The work and pleasure of the year has made the time pass rapidly.

Before leaving Raleigh last May the Executive Board held a brief meeting to become better acquainted. Within 60 days committee chairmen and committee members had been appointed. The President's File has been kept up to date and will be given to your next President.

In August the officers met with the Presidents of Local Auxiliaries, Committee Chairmen, and Committee Members at the Institute of Pharmacy. Mrs. W. J. Smith, the hostess, served a delicious luncheon to the 39 ladies present.

In November Dean E. A. Brecht invited us to visit the School of Pharmacy, where we saw the lovely bookcase for the school's rare books, given by the Auxiliary last year.

The Endowment Principal of our Scholarship Fund is $6,492.81, and the Scholarship for the year was $275.00. The recipient of this Scholarship is a deserving young lady, graduating in June.

Our Reserve Fund is now $400.00.

The Student Emergency Loan Fund has been increased $85.00. The Student Emergency Loan Fund has been put to good use this year, and has been helpful to many Pharmacy students.

It has been a pleasure to represent the Auxiliary at:

The Justice Drug Company Banquet for the Graduating Class of the School of Pharmacy in May 1956.

The North Carolina Pharmaceutical Association Banquet in Winston-Salem in July for Mr. Wade Gilliam, the Pharmacist of the year.

The North Carolina Pharmaceutical Professional Seminar and Dinner in Charlotte in September

The organization of the Rowan Drug Auxiliary at Salisbury in October.

The Greensboro Auxiliary in January

The Pharmacy Wives in January

The Rowan Drug Auxiliary in March

The Lizzie Hancock Chapter in April

The Raleigh Drug Club in April

I wish to recommend:

That all records of the Auxiliary be kept in the Woman's Auxiliary Room at the Institute of Pharmacy.

That each local auxiliary write a condensed history, giving organization facts, names of charter members, etc.—these histories to be completed and mailed to the N.C.P.A. office within 60 days and that they be kept with the Auxiliary records.

It has been wonderful this year to work with the officers, Committee Chairmen, and Members who have given their support and cooperation. We wish to thank Mrs. W. J. Smith for her assistance, and for the luncheons so beautifully served for the Executive Board Meetings and the Joint Meetings.

To the local auxiliaries and clubs, my personal thanks for the honor and courtesies extended during the year.

Our sincere gratitude to the State Convention Chairman, Mrs. F. F. Potter, the Committee Chairmen, and the Committee Members for the wonderful contribution they have made to make this convention a pleasant one.

The President thanked the pages of the convention— Mrs. Leslie Barnhardt, Mrs. H. L. Bizzell, Mrs. Gilbert Colina, and Mrs. M. W. Stone.

The new officers were installed by Mrs. Leslie Barnhardt of Charlotte in a most impressive ceremony.

Mrs. Welch made a short speech of acceptance following which the following committee was named to furnish the lounge at the Institute of Pharmacy: Mrs. P. W. Kendall, Mrs. W. J. Smith, and Mrs. T. J. Ham, Jr.

The secretary was instructed to send a card to Mrs. W. K. Gardner of Charlotte who was injured in a fall at the convention the previous day. Mrs. J. C. Jackson of Lumberton reported having received a message from Mrs. J. C. Hood of Kinston sending her regrets to be absent due to illness. She will also receive appropriate notification.

Mrs. B. R. Harward presented Mrs. Kendall with a gift of silver from the Auxiliary as a token of thanks and appreciation for her work during the year.

An Executive Board Meeting was called for 4:30 P.M. in the Hotel Charlotte by the new President.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Mrs. Thomas M. Holland, **Secretary**

Corrected and approved,

Committee on Minutes

Mrs. Ben F. Cooper

Mrs. W. J. Smith

Mrs. P. W. Kendall

1957-1958 ROSTER TRAVELING MEN'S AUXILIARY

OFFICERS

R. C. NeSmith ..... *President*
Reuben C. Russell ..... *VicePresident*
J. Floyd Goodrich ..... *Secretary-Treasurer*
Joyce Warren .... *Asst. Secretary-Treasurer*

BOARD OF GOVERNORS

Stephen Forrest ..... 5 years
James M. Darlington ..... 4 years
Leon Kimball ..... 3 years
R. L. White ..... 2 years
C. R. Williamson ..... 1 year

MR. DRUGGIST—These men and these men alone contributed financially toward your entertainment at the TMA party held at Charlotte this year. Support those representatives who are interested in you and your association. Ask the man who calls on you if he is a member.

Abbott Laboratories, R. Vance Eller, 1817 Dublin Drive, Greensboro
Abbott Laboratories, R. E. Langdon, 509 Oakridge Ave., Fayetteville
Abbott Laboratories, Eugene E. Merchant, Jr., P. O. Box 709, Winston-Salem
Abbott Laboratories, F. A. Stovall, 2210 Pershing St., Durham
Abbott Laboratories, Herbert A. Temple, 5629 Wedgewood Dr., Charlotte 3
Abbott Laboratories, R. E. Vaden, 118 Hillside Ave., Charlotte
American Pharmaceutical Co., A. W. Baker, Box 715, Valdese
American Pharmaceutical Co., Russell J. Muckle, 120 Bruckner Blvd., New York 54, N. Y.
Anahist Company, A. A. Betts, 681 Lindbergh Dr., Atlanta, Ga.
Argus Camera Co., William L. Weeden, 6312 Rigsby Rd., Richmond, Va.
Armstrong Cork Company, E. A. Roll, Box 3352, Charlotte
Ascher, B. F. & Co. Inc., Carl Lewis, Box 236, Kenly
Austin, J. H. Co., J. H. Austin, Box 4142, Charlotte
B. C. Remedy Co., L. P. Bullock, Jr., 503 Louise St., Wilson
B. C. Remedy Co., F. T. Clayton, c/o Co., Durham
B. C. Remedy Co., C. T. Council, Jr., c/o Co., Durham
B. C. Remedy Co., A. G. Cox, 2513 Club Blvd., Durham
B. C. Remedy Co., J. Floyd Goodrich, c/o Co., Durham
B. C. Remedy Co., W. W. Morton, c/o Co., Durham
B. C. Remedy Co., R. F. Norton, Box 119, Carolina Beach
B. C. Remedy Co., R. T. Scott, 2123 Sprunt St., Durham
B. C. Remedy Co., T. W. Shepherd, Jr., 1409 Woodland Dr., Charlotte
B. C. Remedy Co., W. W. Wall, Box 521, Hickory
B & H Photo Co., Jack C. Anderson, Box 1600, Charlotte
B & H Photo Co., W. S. Barnett, Box 1600, Charlotte
B & H Photo Co., Clyde R. Smith, 419 E. Trade St., Charlotte
Bauer & Black, W. F. Elmore, 3108 Childers St., Raleigh
Bauer & Black, J. E. Holliday, 2325 Springdale Ave., Charlotte
Becton-Dickinson & Co., Robert A. DiCurcio, 2246 Mecklenburg Ave., Charlotte
Bellamy, R. R. & Son, R. R. Bellamy, c/o Co., Wilmington
Bellamy, R. R. & Son, A. B. Bethune, 1212 Azalea, Wilmington
Bellamy, R. R. & Son, William W. Gayer, c/o Co., Wilmington
Bellamy, R. R. & Son, W. B. Lennon, 2918 Park Avenue, Wilmington
Bellamy, R. R. & Son, J. W. Phillips, Box 300, Lumberton
Bellamy, R. R. & Son, Cecil Williamson, 602 N. 25th St., Wilmington
Berryhill Fountain Sales So., Olin Berryhill, Box 3251, Charlotte
Bishop, Hazel Inc., Vern Luttrell, 74th Rd., Great Neck, L.I., N. Y.
Borden Co., The, Hugh C. Bennett, 2812 Claremont Rd., Raleigh
Borden Co., The, M. F. McNeill, 800 E. Morehead, Charlotte
Borden Co., The, J. P. Morgan, Box #69, Raleigh

Borden Co., The, J. D. Turbyfill, 800 E. Morehead St., Charlotte
Bristol-Myers Co., F. F. Potter, 1227 Wendover Rd., Charlotte
Brockway Glass Co., Inc., John D. Floyd, 3331 Eastwood Drive, Charlotte
Brockway Glass Co., Inc., Dick Sturm, 83 Cain St., N.E. Atlanta, Ga.
Bulman Corporation, Harry E. Bush, 5501 Closeburn Rd., Rt. # 2, Charlotte
Bulman Corporation, Fred J. Williams, Jr., 1302 Broad St., Durham
Burwell & Dunn Co., J. E. Allen, c/o Co., Charlotte
Burwell & Dunn Co., S. A. Beaty, c/o Co., Charlotte
Burwell & Dunn Co., L. S. Brown, Box 246, Hamlet
Burwell & Dunn Co., M. J. Dean, c/o Co., Charlotte
Burwell & Dunn Co., Charles W. Haigler, c/o Co., Charlotte
Burwell & Dunn Co., P. S. Hawfield, c/o Co., Charlotte
Burwell & Dunn Co., W. B. Hawfield, 203 South College St., Charlotte
Burwell & Dunn Co., P. W. Kendall, c/o Co., Charlotte
Burwell & Dunn Co., J. E. McConnell, c/o Co., Charlotte
Burwell & Dunn Co., J. Auddy Parker, c/o Co., Charlotte
Burwell & Dunn Co., Charles E. Roberts, c/o Co., Charlotte
Burwell & Dunn Co., R. C. Russell, c/o Co., Charlotte
Burwell & Dunn, Tobie K. Steele, c/o Co., Charlotte
Burwell & Dunn Co., W. A. Stephenson, c/o Co., Charlotte
Buttercup Ice Cream Co., John Cortright, Box 626, Hamlet
Charlotte Cigar & Candy Co., H. O. Ferrell, Rt. #1, Charlotte
Chicopee Mills, Inc., Frank K. Finnigan, 208 Seneca Place, Charlotte
Chattanooga Medicine Co., J. W. Neal, Box 1261, Southern Pines
Chemical Sales, Inc., R. K. Taux, Box 6051, Jacksonville, Fla.
Ciba Pharmaceutical Prod., Charles G. Perry, 145 S. Main St., Kannapolis
Cliff-Weil, Inc., D. W. Dominey, 219 Ardmore Rd., Spartanburg, S. C.
Cliff-Weil, Inc., Joe W. Earman, 327 College Circle, Staunton, Va.
Cliff-Weil, Inc., Henry Gunst, Jr., R.F.D. #2 Merry Oaks, Ashland, Va.
Coca-Cola Co., C. C. Brady, 2327 Windsor Rd., Charlotte 5
Coca-Cola Co., W. P. Franklin, P. O. Drawer 1734, Atlanta 1, Ga.
Coca-Cola Co., D. Gene McNair, 1813 Pembroke Rd., Greensboro
Coca-Cola Co., Warren Portwood, 1421 Park Dr., Raleigh
Colgate Palmolive Co., E. H. Hemmle, 518 Addison Bldg., Charlotte
Colgate Palmolive Co., H. J. Singleton, 5217 Baker Drive, Charlotte
Creomulsion Co., George VonAspern, 400 Woodlawn Ave., Greensboro
Dean Rubber Co., J. A. Catanese, Box 2401, Charlotte
Dean Rubber Co., Herb McElvain, Box 2345, Charlotte
Drug Package Co., C. H. Smith, Box 1001, Charlotte
Drug Specialties, Inc., Milton L. Teague, 705 W. 24th St., Lumberton
Eaton Laboratories, L. E. Barnhardt, 5830 Creola Road, Charlotte
Eaton Laboratories, Phillip A. Read, 512 Cornwallis, Greensboro
Endo Products, Inc., Edwin C. Brown, 63 Buchanan Ave., Asheville
Galeki Photo Center, Inc., Joseph S. Montomery, 737 E. Main St., Richmond, Va.
Geer Drug Co., W. Henry Davis, Box 124, Arden
Geer Drug Co., Frank O. Ezell, 894 Greenville Highway, Spartanburg, S. C.
Geer Drug Co., W. O. Ezell, 890 Greenville St., Spartanburg, S. C.
Geer Drug Co., Carlisle Friday, Jr., 4008 Winfield Dr., Charlotte
Geer Drug Co., D. A. Geer, 102 Greenbriar Rd., Spartanburg, S. C.
Geer Drug Co., R. Glenn Holt, 319 Amherst Drive, Spartanburg, S. C.
Geer Drug Co., Charles Trippe, R.F.D. No. 1, Box 393, Arden
Geigy Chemical Co., M. Rankin Caruthers, 3401 Clark Ave., Raleigh
Gilpin, H. B. Co., Charlie Daughtridge, Box 818, Washington

Gilpin, H. B. Co., J. W. Roberts, 133 W. Main St., Norfolk, Va.
Globe Laboratories, Bennett Early, P. O. Box 5177, Roanoke, Va.,
Glover, H. Clay, Inc., Irving Standiford, 2817 Sherwood St., Greensboro
Hart Drug Co., J. E. Shipley, Box 1319, Reidsville
Hollingsworth Candies, Hugh K. Sconyers, c/o Co., Augusta, Ga.
Hollingsworth Candies, Tom Tucker, 199 Forest Hill Dr., Greensboro
Hudnut, Richard Co., John Baucom, P. O. Box 2101, Charlotte
Hunter, H. B. Co., M. W. Stone, Box 703, Charlotte
Johnson & Johnson, Bob Brown, 119 Wilmot Dr., Raleigh
Johnson & Johnson, John A. Burch, 809 W. Bessemer Ave., Greensboro
Johnson & Johnson, R. C. Eustice, 526 Silver Spring Bldg., Silver Spring, Maryland
Johnson & Johnson, Charles L. Moseley, 943 Romany Rd., Charlotte
Justice Drug Co., W. H. Andrews, c/o Co., Greensboro
Justice Drug Co., W. P. Brewer, c/o Co., Greensboro
Justice Drug Co., R. G. Carroll, 404 Summit Ave., Statesville
Justice Drug Co., L. R. Davis, c/o Co., Greensboro
Justice Drug Co., Stephen Forrest, c/o Co., Greensboro
Justice Drug Co., D. F. Hayes, c/o Co., Greensboro
Justice Drug Co., J. C. Knight, c/o Co., Greensboro
Justice Drug Co., S. T. Sarvis, c/o Co., Greensboro
Justice Drug Co., O. C. Trogdon, c/o Co., Greensboro
Justice Drug Co., J. M. Waugh, c/o Co., Greensboro
Justice Drug Co., T. B. Waugh, c/o Co., Greensboro
Justice Drug Co., R. F. Whiteley, c/o Co., Greensboro
Kendall Medicine Co., Raymond Canipe, Box 39, Shelby
Kendall Medicine Co., Raymond Clary, Box 39, Shelby
Kendall Medicine Co., C. Rush Hamrick, Sr., Box 39, Shelby
Kendall Medicine Co., C. Rush Hamrick, Jr., Box 39, Shelby
King, W. H. Drug Co., R. L. Alphin, Weldon
King, W. H. Drug Co., Raymond Brockwell, 2803 Exeter Circle, Raleigh
King, W. H. Drug Co., A. F. Cannady, Box 206, Zebulon
King, W. H. Drug Co., Charles R. Daniel, 514 Vicks Ave., Raleigh
King, W. H. Drug Co., O. G. Duke, 204 Furches St., Raleigh
King, W. H. Drug Co., Aubrey Early, Whiteville
King, W. H. Drug Co., D. J. Finch, Box 505, Zebulon
King, W. H. Drug Co., Charlie Kimball, 330 Wilmot Dr., Raleigh
King, W. H. Drug Co., Tom Sanders, c/o Co., Raleigh
King, W. H. Drug Co., H. C. Starling, c/o Co., Raleigh
King, W. H. Drug Co., Fred J. Williams, Sr. 1302 Broad St., Durham
Lance, Inc., B. B. Dean, 1226 Banbury Rd., Raleigh
Lance, Inc., W. P. Matthews, 2323 Woodview Rd., Kinston
Lance, Inc., C. L. Moser, 2224 Shenandoah, Charlotte
Lance, Inc., S. A. Robinson, c/o Co., Charlotte
Lance, Inc., S. S. Woodall, Box 8688, Richmond, Va.
Lederle Laboratories, Tom Darkis, 1244 Hawthorne Rd., Winston-Salem
Lederle Laboratories, Ed Jackson, 2509 Arnold Dr., Charlotte
Lederle Laboratories, John M. Walker, 744 St. George Rd., Raleigh
Lilly, Eli & Co., K. T. Boatwright, 4310 Hanover Ave., Richmond, Va.
Lilly, Eli & Co., L. W. Gibbes, Box 3168, Savannah, Ga.
Lilly, Eli & Co., David F. McGowan, 830 Old Mill Rd., Greenwood, Chapel Hill
Lilly, Eli & Co., Jack G. Watts, 413 Leak St., Rockingham
Lily-Tulip Cup Corp., G. W. Marsh, 19 Aurora Dr., Asheville
Lily-Tulip Cup Corp., R. C. NeSmith, Box 2894, Raleigh

Lily-Tulip Cup Corp., W. A. Rigsby, 2226 Hastings Drive, Charlotte
McCourt Label Cabinet Co., R. M. Crosson, Box 475, Columbia, S. C.
McKesson & Robbins, Inc., Donald H. Ahern, Box 330, Columbia, S. C.
McKesson & Robbins, Inc., G. E. Edenfield, c/o Co., Columbia, S. C.
McKesson & Robbins, Inc., Joe Myers, Jr., Box 582, Bennettsville, S. C.
Mallinckrodt Chemical Co., R. L. White, 5622 Preston Lane, Charlotte
Massengill, S. E. Co., Manning C. Carrington, Box 121, Durham
Massengill, S. E. Co., Thompson Hiles, 120 Westwood Rd., Asheville
Massengill, S. E. Co., J. H. Morris, Jr., 2208 Arnold Dr., Charlotte 5
Massengill, S. E. Co., Herbert Taylor, 312 Grace St., Williamston
Massengill, S. E. Co., J. C. Woodard, 602 Sunset Dr., High Point
Mead Johnson Co., Thomas C. Clark, 3117 Childers St., Raleigh
Mead Johnson Co., John H. Crowell, 809 Demerius, Durham
Merck, Sharp & Dohme Co., C. E. Davis, 419 Carolina Circle, Winston-Salem
Merck, Sharp & Dohme Co., W. P. Farthing, 2040 Coniston Pl., Charlotte
Merck, Sharp & Dohme Co., H. Michie Faulconer, 2536 McClintock Rd., Charlotte
Merck, Sharp & Dohme Co., E. E. Fulmer, Box 1279, Salisbury
Merck, Sharp & Dohme Co., W. P. Rogers, 27 Farrwood Ave., Asheville
Merck, Sharpe & Dohme, T. S. Uzzell, 1839 W. Smallwood Dr., Raleigh
Merrell, Wm. S. Co., Tim Bowen, 5018 Oleander Drive, Wilmington
Miles Laboratories, Inc., C. Harold Daniels 211 W. Knox St., Durham
Modern Woodwork, Inc., Lawrence H. Levy, 4712 Bromley Lane, Richmond, Va.
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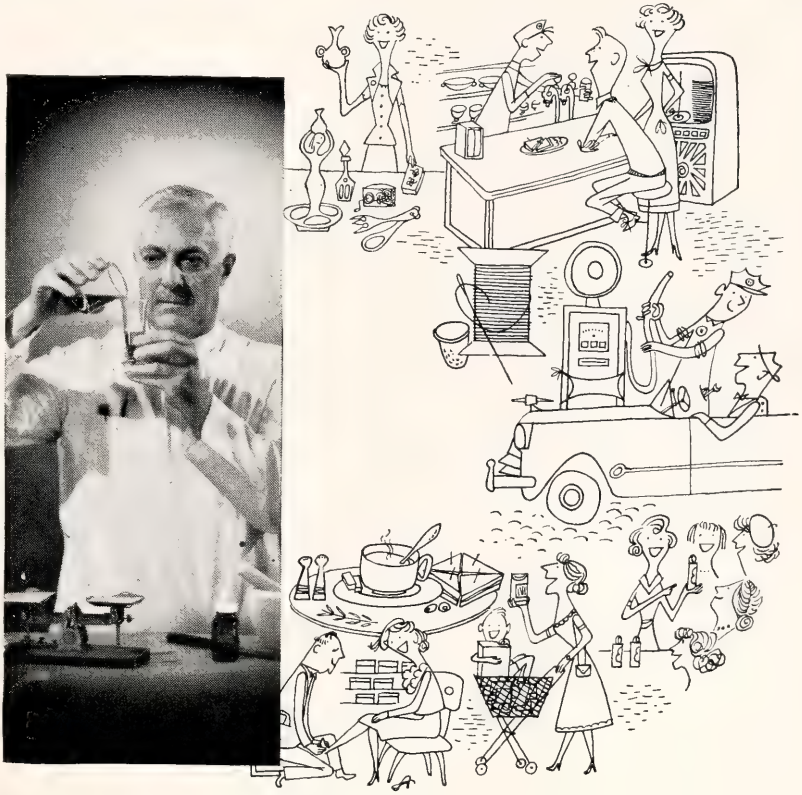
National Carbon Co., C. T. Tullis, Jr., P. O. Box 6222, Charlotte
Garland C. Norris Co., Osborne S. Lucas, 2536 York Rd., Raleigh
North Carolina Mutual Drug, D. Boone, c/o Co., Box 1065, Durham
North Carolina Mutual Drug, T. H. Mangum, c/o Co., Durham
North Carolina Mutal Drug, W. D. Pearce, 210 Pogue St., Raleigh
Norwich Pharmacal Co., J. E. North, 1617 Lorraine Rd., Raleigh
Nunnally's Candies, Robert L. Blanton, Box 84, Charlotte
O'Hanlon-Watson Drug Co., J. H. Ball, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., J. M. Darlington, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., H. L. Lancaster, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., I. H. Rider, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., W. J. Shelly, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., S. P. Smith, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., R. N. Tesh, c/o Co., Winston-Salem
O'Hanlon-Watson Drug Co., W. T. Threewitts, Jr., c/o Co., Winston-Salem
Owen-Illinois Glass Co., A. S. McKaig, 2709 Roswell Ave., Charlotte
Owens-Illinois Glass Co., Delmar W. Morgan, 226 Hollis Rd., Charlotte
Owens, Minor and Bodeker, Inc., L. B. Allen, Box 1167, Rocky Mount
Owens, Minor and Bodeker, Inc., Gamble Bowers, c/o Co., Richmond, Va.
Owens, Minor and Bodeker, Inc., John L. Eppes, 1020 E. Maple St., Goldsboro
Owens, Minor and Bodeker, Inc., Gilmer Minor, c/o Co., Richmond, Va.
Owens, Minor and Bodeker, Inc., L. S. Whittle, Box 237, Warsaw
Pangburn's Candy, C. W. Morris, 2432 Derby Lane, Raleigh
Parke-Davis & Co., G. G. Buchanan, Box, 1254, Greensboro
Parke-Davis & Co., Al Creed, 823 Woodlawn Rd., Charlotte
Parke-Davis & Co., H. J. Dover, 111 Aurora Ave., Asheville
Parke-Davis & Co., Frank Errigo, 1122 Montford Drive, Charlotte
Parke-Davis & Co., J. E. Gillespie, Box 6028, Raleigh
Parke-Davis & Co., G. C. Hartis, 24 Gloria Ave., Winston-Salem
Parke-Davis & Co., R. D. Heist, 1610 Queens Rd., Charlotte

Parke-Davis & Co., Jas. L. Holloway, Box 538, Wilmington
Parke-Davis & Co., N. Eugene Hood, Jr., 425 E. Black St., Rock Hill, S. C.
Parke-Davis & Co., Francis M. Vessells, 1133 Irving St., Winston-Salem
Parke-Davis & Co., N. L. Yarbrough, 227 Courtland St., Atlanta, Ga.
Peabody Drug Co., C. T. Byerly, 2315 Sprunt St., Durham
Peabody Drug Co., W. M. Cannady, 501 Park Drive, Oxford
Peabody Drug Co., Wade O. Daniels, 2612 Highland Ave., Durham
Peabory Drug Co., Zack Lyon, 925 Urban Ave., Durham
Peabody Drug Co., G. O. Peele, c/o Co., Durham
Penslar Co., The, A. R. Cross, 1204 N. Fairwater Dr., Norfolk Va.
Pepsodent, Div. Lever Bros. Co., Robert L. Travis, 452 Potters Road, Charlotte
Pet Dairy Products Co., William G. Cobb, 1111 Central Ave., Charlotte
Pet Dairy Products Co., John Fischer, 410 Summit Ave., Greensboro
Pet Dairy Products Co., Geo. E. Garst, Rt. 7, Box 568, Greensboro
Pet Dairy Products Co., R. C. Hartley, 1111 Central Ave., Charlotte
Pet Dairy Products Co., Jesse P. Jones, c/o Co., Greensboro
Pet Dairy Products Co., J. C. Mitchell, c/o Co., Burlington
Pet Dairy Products Co., George L. Rossman, 5222 Manning Rd., Charlotte
Pfeiffer Co., The, L. D. Davidson, Stewart Park, Monroe
Pfizer Laboratories, Don Joyce, 1140 Magnolia St., Winston-Salem
Piedmont Medical Specialties, Frank S. Goodrum, Deceased
Pine State Creamery, J. D. Kilgore, c/o Co., Raleigh
Pine State Creamery, Sam N. Mann, c/o Co., Raleigh
Pine State Creamery, T. P. Matthews, Box 426, Henderson
Plough, Inc., H. B. Spencer, 900 S. Andrews Ave., Goldsboro
Powers-Taylor Drug Co., G. A. Gurganus, c/o Co., Richmond, Va.
Powers-Taylor Drug Co., H. F. Miller, c/o Co., Richmond, Va.
Powers-Taylor Drug Co., D. J. Odom, Box 95, Morehead City
Purepac Corp., Charles E. Mangum, 1501 Lomay, Charlotte 7
Purepac Corp., Frank Stanley, 900 Clearvue Ter. S.W., Atlanta, Ga.
Purepac Corp., Claude S. Welton, 511 E. 72nd St., New York, N. Y.
Read, E. B. & Sons Co., J. G. Barnette, 808 Park Ave., Sanford
Reese Chemical Co., Harold M. Pickett, 3567 Olga St., Jacksonville, Fla.
Riker Laboratories, Inc., Thomas R. Rand, Jr., 825 Holt Drive, Raleigh
Schering Corp., W. E. Davis, 201 Aberdeen Ter., Greensboro
Schmid, Julius Inc., M. C. Gillen, 5044 French St., Jacksonville, Fla.
Schmid, Julius Inc., Clarence Marcus, 1286 Willivee Dr., Decatur, Ga.
Schmid, Julius Inc., Dennis Wade, 3230 Enfield Rd., Charlotte
Scott Drug Co., Oren H. Baucom, P. O. Box 10627, Charlotte
Scott Drug Co., J. W. Bennick, P. O. Box 10627, Charlotte
Scott Drug Co., W. L. Blanton, c/o Co., Charlotte
Scott Drug Co., Dan Busby, P. O. Box 10627, Charlotte
Scott Drug Co., Carlos Fry, Carthage
Scott Drug Co., Carl Geanes, c/o Co., Charlotte
Scott Drug Co., I. E. Helms, P. O. Box 10627, Charlotte
Scott Drug Co., R. B. Julian, Box 571, Salisbury
Scott Drug Co., L. C. Sappenfield, P. O. Box 10627, Charlotte
Scott Drug Co., Walter Scott, P. O. Box 10627, Charlotte
Scott Drug Co., Bobby Wall, c/o Co., Charlotte
Scott Drug Co., J. A. Wolfe, P. O. Box 10627, Charlotte
Searle & Company, F. Garland Coble, 901 Fairmont St., Greensboro
Sheaffer Pen Company, H. J. Farnsworth, 110 Arden Place, Greensboro
Smith, Dr. T. C. Co., Inc., C. R. Hinkle, 28 Wilshire Drive, Asheville

Smith, Dr. T. C. Co., Inc., H. E. Phillips, 78 Fairfax Ave., Asheville
Smith, Dr. T. C. Co., Inc., Stacy Smith, c/o Co., Asheville
Smith, Dr. T. C. Co., Inc., Norman F. Young, 7 Forestdale Rd., Asheville
Smith Wholesale Drug Co., M. H. Byrd, c/o Co., Spartanburg, S. C.
Smith Wholesale Drug Co., Morris S. Michael, 182 Dorchester Ave., Asheville
Smith Wholesale Drug Co., Frank Millstead, 3331 Eastwood Drive., Charlotte
Smith Wholesale Drug Co., Chas Rhoden, Box 56, Shelby
Smith Wholesale Drug Co., A. C. Vickers, 1250 Patridge Rd., Spartanburg, S. C.
Southern Dairies, Joe Beatty, 2205 Chesterfield Ave., Charlotte
Southern Dairies, Luke Blackmer, c/o Co., Charlotte
Southern Dairies, Worth Blackmon, Box 1787, Charlotte
Southern Dairies, Henry Coghill, 535 Nash St., Rocky Mount
Southern Dairies, Harold W. Diggett, 3026 Medlin Dr., Raleigh
Southern Dairies, Frank D. Farmer, Box 1777, Raleigh
Southern Dairies, Jim Freeman, Box 2266, Hickory
Sourthern Dairies, Marvin Funderburk, c/o Co., Charlotte
Southern Dairies, Charles Gray, c/o Co., Rocky Mount
Southern Dairies, Frank C. Helms, c/o Co., Charlotte
Southern Dairies, Ralph Howey, Box 1787, Charlotte
Southern Dairies, R. Leon Kimball, 646 Roslyn Rd., Winston-Salem
Southern Dairies, Bill Messick, c/o Co., Charlotte
Southern Dairies, E. G. Rufty, c/o Co., Salisbury
Southern Dairies, J. T. Shumate, Box 586, Albemarle
Southern Dairies, Guy Smith, c/o Co., Fayetteville
Southern Dairies, William H. Thomas, c/o Co., Wilson
Southern Dairies, R. E. Tucker, c/o Co., Charlotte
Southern Dairies, Bruce Wingate, c/o Co., Charlotte
Squibb, E. R. & Sons, J. C. Canipe, Jr., 1831 Jameston Drive., Charlotte
Squibb, E. R. & Sons, A. Lyle Davis, 165 May Drive, Statesville
Squibb, E. R. & Sons, Lionel E. Lee, 5718 Wedgewood Dr., Charlotte
Squibb, E. R. & Sons, M. G. Morris, 315 Isabelle St., Greensboro
Squibb, E. R. & Sons, J. P. Roche, 2612 Danbury Rd., Charlotte
Squibb, E. R. & Sons, Ray E. Weathers, 2310 Sprunt St., Durham
Stanback Co., D. M. Applegate, 1058 Sedgefield Rd., Charlotte
Stanback Co., S. R. Freeborn, 6404 Woody Ave., Richmond, Va.
Stanback Co., T. Jim Matthews, c/o Co., Salisbury
Stanback Co., F. J. Stanback, c/o Co., Salisbury
Stanback Co., R. K. Stuart, 402 Glascock St., Raleigh
Stanback Co., E. M. Wilcox, 3118 Barnhill Dr., Charlotte
Taylor Biscuit Co., Guy Beattie, Box 2508, Raleigh
Tilden Co., The, Walter D. Druen, 860 Victoria Ave., Lynchburg, Va.
Tilden Co., The, Jack Toler, 4569 Wendover Lane, Charlotte 7
Upjohn Co., W. G. Fowler, 1160 Montford Dr., Charlotte 9
Upjohn, F. L. Furr, Box 161, Louisburg
Upjohn Co., J. O. Parks, 4821 Lamont Drive, Charlotte
Upjohn Co., Daniel V. Walker, 1405 Garland Drive, Greensboro
VanPelt & Brown, Inc., W. Lawrence Jones, 327 McIver St., Greensboro
Warren-Teed Pharm., John C. Meek, 2502 Wright Ave., Greensboro
Weco Products Co., G. E. Cory, 3600 Madison Ave., Greensboro
White Ice Cream & Milk, Div. of Southern Dairies, O. O. Allsbrook, c/o Co., Wilmington
White Ice Cream & Milk, Div. of Southern Dairies, John Anderson, c/o Co., Wilmington
White Ice Cream & Milk, Div. of Southern Dairies, Paul R. Edwards, c/o Co., Whiteville
White Ice Cream & Milk, Div. of Southern Dairies, Pete Hinck, c/o Co., Wilmington

White Ice Cream & Milk, Div. of Southern Dairies, Manly Hines, c/o Co., Wilmington
White Ice Cream & Milk, Div. of Southern Dairies, Bib Howard, c/o Co., Morehead City
White Ice Cream & Milk, Div. of Southern Dairies, Sam A. McNeill, c/o Co., Jacksonville
White Ice Cream & Milk, Div. of Southern Dairies, Bill Strickland, c/o Co., Wilmington
White Ice Cream & Milk, Div. of Southern Dairies, Edward Swann, c/o Co., Morehead City
White Ice Cream & Milk, Div. of Southern Dairies, Dave Willis, c/o Co., Wilmington
Whitman's Candies, Ed Cook, 4314 Ruskin Drive, Charlotte
Whitman's Candies, Ray McArtan, Box 541, Dunn
Yardley, H. D. Vail, Box 2063 Charlotte
Youngs Rubber Corp., Jim Branson, M.D., 1124 Westover Terrace, Greensboro
Youngs Rubber Corp., Ed. H. Trice, Apt. 1206, Howell House Apts., Atlanta, Ga.
Youngs Rubber Corp., Henry A. Trudeau, 231 E. Kingston Ave., Charlotte

Life Membership, W. A. Burwell, 115 Hudson St., Raleigh
Life Membership, R. C. Cagle, Box 245, Rockingham
Life Membership, J. Ben Coppedge, Fairview Road, Raleigh
Life Membership, C. T. Council, c/o B. C. Remedy Co., Durham
Life Membershp, W. R. Dixon, 1405 E. Blvd., Charlotte
Life Membership, J. W. Harrell, 1917 Sunset Dr., Raleigh
Life Membership, P. A. Hayes, c/o Justice Drug Co., Greensboro
Life Membership, R. D. Heist, 1610 Queens Rd., Charlotte
Life Membership, W. L. Johnson, Gibson
Life Membership, T. S. Simpson, c/o Justice Drug Co., Greensboro
Life Membership, V. L. Toms, 3 S. Fourth St., Wilmington
Life Membership, Phil Van Every, c/o Lance Inc., Charlotte



NORTH CAROLINA BOARD OF PHARMACY

MAY 1, 1956 - APRIL 30, 1957

MEMBERS AND ORGANIZATION

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

Roger A. McDuffie, Greensboro ..... Term expires April 28, 1958
H. C. McAllister, Chapel Hill ..... Term expires April 28, 1959
Robert Neal Watson, Sanford ..... Term expires April 28, 1960
W. Moss Salley, Jr., Asheville ..... Term expires April 28, 1961
Frank W. Dayvault, Lenoir ..... Term expires April 28, 1962

President
Roger A. McDuffie

Vice-President
R. N. Watson

Secretary-Treasurer
H. C. McAllister

Attorneys
F. O. Bowman, Chapel Hill—J. Ruffin Bailey, Raleigh

Inspectors
T. H. May, Wake Forest (Part-time) John B. Balas, Charlotte

SEVENTY-SIXTH ANNUAL REPORT OF THE NORTH CAROLINA BOARD OF PHARMACY

Chapel Hill, N. C.
May 1, 1957

To His Excellency,
Governor Luther H. Hodges
Raleigh, N. C.
Dear Sir:

In compliance with Section 90-57 of the General Statutes of North Carolina, we are pleased to submit to you and the North Carolina Pharmaceutical Association the Seventy-Sixth Annual Report of the North Carolina Board of Pharmacy. This report contains the proceedings of the Board for the fiscal year ending April 30, 1957.

MEMBERSHIP

There have been no changes in the membership of the Board since the last annual report. At the June meeting Roger A. McDuffie was elected President; R. N. Watson, Vice-President; and H. C. McAllister, Secretary-Treasurer. The officers and members are as follows:

Roger A. McDuffie ..... President
Robert N. Watson ..... Vice-President
H. C. McAllister ..... Secretary-Treasurer
F. W. Dayvault W. Moss Salley, Jr.

The employees are:
Attorneys ..... F. O. Bowman and J. Ruffin Bailey
Inspectors ..... T. H. May (Part-time) and John B. Balas

In the annual election of a member of the Board by the Association, Frank W. Dayvault, of Lenoir, was elected to succeed himself for a five year term.

MEETINGS

During the year ten meetings of the Board were held. All were at the office of the Board at the Institute of Pharmacy, 109

Church Street, in Chapel Hill. The dates of the meetings were as follows:

May 15, 1956	November 20, 1956
June 20, 1956	January 15, 1957
July 17, 1956	February 20, 1957
September 18, 1956	March 19, 1957
October 16, 1956	April 16, 1957

As usual, examinations were held at the June and February meetings.

As has been announced on numerous occasions, pharmacists are welcome to attend the monthly meetings of the Board. Each month, however, special invitations are sent to a number of pharmacists. In response to these a total of 30 pharmacists have attended the meetings during the year. The Board desires to express its appreciation to these pharmacists for their interest in the work of the Board. It is hoped that more pharmacists will attend the monthly meetings in the coming year.

ADMINISTRATION

The office of the Board has been continued at the Institute of Pharmacy, 109 Church Street, in Chapel Hill. The Association provides office space, meeting rooms and other facilities for the Board's work without charge. The Board contributes $50.00 per month toward the cost of utilities and janitor service (this is listed as "rent" in the audit report).

The Board continues to utilize the facilities of the School of Pharmacy in the examination of candidates for license. These facilities include lecture rooms, laboratories, conference rooms, and the library and technical equipment. The Board desires to express its appreciation to the School of Pharmacy for its cooperation in this regard. These facilities also have been made available without charge.

In October, 1956, Mr. Victor L. Smith resigned as inspector for the Board after having filled this position in a very creditable fashion for more than 2 1/2 years. The Board desires to acknowledge and thank Mr. Smith for his fine services to the Board during this period.

On November 12, 1956 Mr. John B. Balas, of Charlotte, was employed to replace Mr. Smith. Mr. Balas is a graduate of the Philadelphia College of Pharmacy and Science and for a number of years was a Federal Narcotics Agent. The Board considers itself fortunate in securing the services of one who has had the training and experience of Mr. Balas in law enforcement work.

The acute shortage of pharmacist personnel which the state has experienced during the past ten years has made it necessary to import approximately 50% of our pharmacists from other states. The vast majority of those immigrating to North Carolina have effected licensure by reciprocity. To assure uniform standards of licensure and to promote the free interchange of licenses among the several states and territories, the Board continues its membership in and support of the work of the National Association of Boards of Pharmacy. In the years just ahead, during which major changes will take place in prerequisite qualifications for licensure in most of the states, it is even more important that our Board utilize the liaison service of the National Association of Boards of Pharmacy, not only to protect the standards of practice in North Carolina but also to protect the rights of our own licentiates who find it necessary to locate in other states. During the year two members and the Attorney attended the National Convention of the N.A.B.P. Four members attended the District #3 meeting (comprised of the 7 Southeastern States and Puerto Rico) which was held, as usual, in conjunction with the district meeting of the American Association of Colleges of Pharmacy.

In previous reports the Board has described the cooperative arrangement which exists between the State Bureau of Investigation and the Board. This arrangement has again been in effect during the year and is expected to continue. During the period covered by this report 14 cases of alleged violations of the Uniform Narcotic Act and one case of barbiturate addiction have been forwarded to the Board for attention.

All of the alleged violations of the Uniform Narcotic Law fell into two general classifications:

1. failure to receive written prescriptions

before delivering narcotic drugs for for which prescriptions signed by the practioner are required; and

2. failure to keep adequate and proper records of the sale of narcotic drugs, including "exempt preparations."

Review by the Board of the 14 cases of alleged violations of the Uniform Narcotic Act with one exception failed to reveal any evidence of criminal intent. It appeared that the conditions found in the investigations resulted from laxity on the part of those involved in seeing that the requirements of the law as it relates to written, signed prescriptions and record keeping were fully met. In view of this fact the Board recommended that the cases not be prosecuted and that the evidence be held in abeyance pending the correction of the conditions complained of. These recommendations were followed in all cases. In one case the pharmacist involved was cited to appear before the Board to show cause why his license should not be revoked on the ground of gross immorality. This case is still pending before the Board.

One report received by the Board dealt with improper custody and use of barbiturates. This case being of such a flagrant nature, it was deemed advisable to present the evidence to the courts. The pharmacist was found guilty and was sentenced to work under the supervision of the SH & PWC for a period of 12 months. This sentence was suspended for 5 years on condition that the defendant not dispense any drugs to any one in a period of 12 months, and not thereafter during the 5 year period unless he has a valid license, and that he be of general good behavior and pay a fine of $50.00 and costs. No further action has been taken in this case by the Board pending the release of this pharmacist from the Veterans Administration Hospital where he was admitted for treatment.

In August of 1956 a rather startling discovery was made regarding the Uniform Narcotic Act as it relates to the sale of exempt narcotics and especially paregoric. At that time it was found that when the Act was revised during the 1953 session of the General Assembly to include marijuana and to give the State Bureau of Investigation certain responsibility for the enforcement of the Act, the exemption for 2 grains of opium per fluid or avoirdupois ounce was not included in the list of preparations classed as "exempt narcotic preparations." This, is effect, placed the sale of paregoric on prescription only in the same class as morphine and other "hard" narcotics. Diligent inquiry failed to reveal how this situation came about, and it was the consensus of those who had anything to do with the amendment at the time that this change was not intended. In order to rectify what appeared to be an error in changing the law, the Legislative Committee of the North Carolina Pharmaceutical Association sponsored an amendment to the Uniform Narcotic Act, which amendment brings the State Act in conformity with the Federal law. This amendment not only provides for the "exemption" of opium (as in paregoric), but also provides for exempt amounts of papaverine, noscopine and certain other of the lesser alkaloids of opium. This bill was introduced by Senator Kelly Bennett, a pharmacist from Bryson City. It has been passed without opposition by both Houses of the General Assembly and is now law. The Board desires to express its appreciation not only to Senator Bennett for his efforts in behalf of this measure, but also to Representative John Henley of the House from Hope Mills.

At this point it should be observed that the sale of so-called exempt narcotics is surrounded by certain legal requirements which put considerably more responsibility upon the vendor than he is generally aware of. The chief requirements in this regard are:

1. the preparation may be sold only in good faith for a legitimate medical purpose; and
2. the sale must be recorded in a book which is to be provided for that purpose.

This means that before a pharmacist may *legally* sell *any* quantity of an exempt narcotic, he must satisfy himself that it is to be used for a legitimate medical purpose. If he fails to do so, the transaction becomes an illegal one. There is a similar obligation

for him to make a complete and adequate record of the sale. Failure to do this causes discrepancies in inventory, which in itself might constitute evidence of violation of the statute. It cannot be recommended too strongly that these two requiremnts be strictly adhered to. Stricter enforcement of these requirements may be expected.

The cooperative arrangement between the Board and the Federal Bureau of Narcotics which was described in the last annual report has continued unchanged during the period covered by this report. During the year 32 non-pharmacy Class 5 applicants were investigated. Recommendation for approval was made in 21 cases and recommendation for disapproval was made in 11 cases. Eight Class 4 applicants (e.g., Hospitals) were inspected and with one exception all were approved.

The results of the activities of the State and Federal Food and Drug Administrations have been widely publicized in the newspapers of the State. This work has had a salutary effect on those few pharmacists who persist in the violation of the statute. During the year 3 cases have been brought to the attention of the Board by the Federal Food and Drug Administration. All of these cases had been previously convicted in the Federal Courts. Following hearings before the Board the licenses of 2 pharmacists involved were continued on probation. The license of one pharmacist was refused for a period of one year.

In each of these convictions the case had been brought on a charge of misbranding resulting from the sale of legend drugs without a prescription or the refilling of prescriptions for legend drugs without authorization. In each case the pharmacist admitted that he knew that the acts which he had committed were in violation of the law, but pleaded that in his view the law was unnecessarily restrictive and that the prohibition on sales effected by the legend extended beyond the point required to protect the public health. An expression of this sentiment has been voiced in many quarters and is supported by convincing arguments.

However, the facts remains that the law prescribes the manner in which drugs are to be distributed, and we have no legal or moral right to do otherwise. If these laws are more restrictive than the public interest requires, then it would be proper to endeavor to have them changed. For the pharmacist to attempt to set himself up as the judge as to what may or may not be sold is an indefensible position. Those who persist in following this practice may find themselves in difficulty sooner or later.

EXAMINATIONS

During the year there where two examinations held. These were as follows:

In June, 1956, thirty-four candidates qualified for admission to the examination, thirty-one passed and were registered. They are as follows:

Leron Dale Adams, Sanford
William Robert Adams, Jr., Four Oaks
Dallas Lee Ammons, Salisbury
John Warren Andrews, Winston-Salem
Raymond Lee Creekmore, Whiteville
William Atlas Dawkins, Jr., Dunn
Constance June DiFazio, Chapel Hill
William Borden Ennett, Ahoskie
Floyd Herbert Evans, Greensboro
Lester Jerry Fisher, Statesville
Oveda Fisher, Whiteville
James Fullbright Harris, Wilmington
Richard Veston Heath, Cove City
Charles William Josey, Maiden
Nancy Woodard McQueen, Hamlet
Alford Holt Mebane, III, Greensboro
Carl Porter Meroney, Murphy
Brame Perry Morrison, Wilson
Barbara Adams Norris, Charlotte
Charles Allen Norris, Charlotte
Jerry Delano Rhoades, Southern Pines
James Clack Robinson, Jr., Greenville
Brownie Dickson Schaefer, Asheville
Robert Lee Seabock, Durham
Fred Lee Sherrill, Jr., Conover
Grady Watterson Shuford, Forest City
Russell Grady Sigmon, Jr., Conover
Roger Hester Sloop, North Wilkesboro
John Carlisle Stalvey, Knightdale
Edith Woodman Trosper, Chapel Hill
Edsel Frank Whaley, Elizabeth City

Roger Hester Sloop made the highest score on the examination with an average of 91%. W. R. Adams, Jr., was runner-up with a score of 90%.

(Note: Of the three who failed the exam-

ination in June, all were graduates of a recognized school of pharmacy and two had failed the examination one or more times previously.)

In February, 1957, twenty-nine candidates qualified for admission to the examination; twenty-four passed and were registered. They are as follows:

Ball, Harold Lee, Mars Hill
Barber, Ronald Edward, Clinton
Barbour, Joseph Parker, Jr., Burlington
Cameron, Marcus, Sanford
Coleman, Robert Astor, Burlington
Doyle, Lewis Benton, Jr., Roanoke Rapids
Graham, Henry Neill, Albemarle
Jackson, Sara Alice, Lumberton
Keating, Thomas Matthew, Asheville
Keever, Zeb Thomas, Jr., Lincolnton
King, Van Hill III, Wilmington
Kirby, Carl Mumford, Jr., Wilson
Lore, Sara Fountain, Sanford
Lowder, James Franklin, Albemarle
McDonald, William Russell III, Hickory
Morris, Stephen Carroll, Four Oaks
Mueller, Reinhold Ernst, High Point
Perkins, Lionel Parker, Jr., S. Boston, Va.
Polk, John Wayne, Marshville
Rollins, Stuart Wingo, Winston-Salem
Schlagel, Arthur Port, Jr., Durham
Stine, Charles Rowe, Charlotte
Upchurch, Julian Emmett, Jr., Spring Hope
Wilson, Joseph Helsabeck, Rural Hall

Thomas Matthew Keating had the highest grade on the examinations with an average of 91%. Henry Neill Graham and Stephen Carroll Morris both had an average of 90%.

(Note: Of the five who did not pass the examination in February two were not graduates of a recognized school of pharmacy and three had failed the examination one or more times previously.)

Beal Membership Award

Roger Hester Sloop of North Wilkesboro made the highest average score of all candidates taking the examinations during the calendar year 1956 with an average score of 91.4%. It is recommended that the prize of one year membership in the North Carolina Pharmaceutical Association be awarded to Mr. Sloop.

Registration by Reciprocity

Reciprocal registration to North Carolina has continued high during the year. Thirty-six applications have been accepted and the applicants registered. Two applications have been rejected. Nine pharmacists registered in North Carolina have been certified to other states. Three of these were pharmacists who are serving with the Armed Forces and do part-time civilian practice in the area where they are stationed. Those registered in the State by reciprocity were as follows:

William Carol Bias, May 29, 1956, from W. Va.
Byron Boyce O'Dell, June 4, 1956, from Ga.
Darius DeWitt Stamey, June 23, 1956, from Ga.
John Howard Gibson, June 26, 1956, from S. C.
Richard Mack Brickle, July 2, 1956, from S. C.
Kenneth Joel Lavergne, July 5, 1956, from La.
Justin Arthur Altschul, July 17, 1956, from Ohio
Betty Jane Jones, July 18, 1956, from S. C.
Kermit Francis Wells, July 19, 1956, from Tenn.
Gordon Hampton Bane, August 1, 1956, from S. C.
Rawlings Howard Roughton, August 3, 1956, from Ga.
Jerome Adelstein, August 16, 1956, from Ohio
William Dean Shelton, Sept. 4, 1956, from Ky.
John Albert Bundy, Sept. 18, 1956, from S. C.
Charles Pleasant Willson, Sept. 18, 1956, from Ga.
Grover Leroy Smith, Sept. 18, 1956, from S. C.
Donald Bennett Robinson, Sept. 18, 1956, from Ga.
John William Gray, Jr., Sept. 26, 1956, from Texas
Robert Elbridge Lee, Sept. 26, 1956, from Ga.
George Henry Powell, Sept. 26, 1956, from S. C.
Freddie Alford Wolson, Oct. 22, 1956, from Ga.

Luther Frank Sistrunk, Jr., Oct. 22, 1956, from S. C.
Donald Jack Dagold, Oct. 27, 1956, from Md.
Marce Odis Dunn, Nov. 21, 1956, from Va.
Charles Mason Barnett, Nov. 21, 1956, from Va.
Leslie Beard Julian, Dec. 4, 1956, from Tenn.
Fred Willard Mills, Dec. 19, 1956, from W. Va.
Archibald Wesley Hursey, Jan. 30, 1957, from S. C.
Myron Lewis Brown, Feb. 2, 1957, from Colorado
James Dixon Burson, Feb. 15, 1957, from Ala.
Jack Herbert Hickman, Feb. 22, 1957, from S. C.
Anna Sue Hubbard, Mar. 2, 1957, from Ky.
Robert Anderson Rankin, Mar. 5, 1957, from Miss.
John Mitchell Johnson, Mar. 27, 1957, from D. C.
Raymond Abel Vaillancourt, Apr. 16, 1957, from Mass.
Harold Edward Evans, Apr. 16, 1957, from S. C.

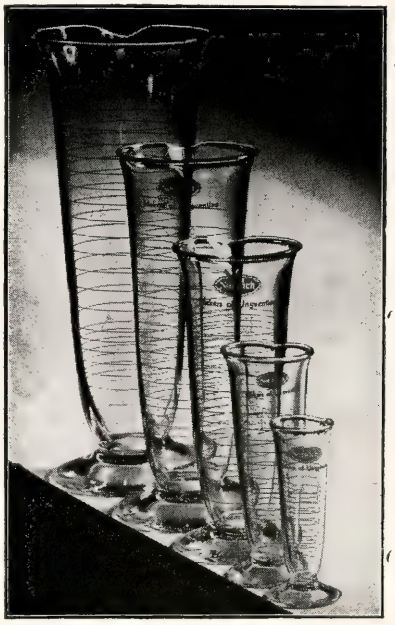
PHARMACISTS RE-REGISTERED

Ten pharmacists whose licenses were allowed to lapse or who were on the inactive list have been re-instated during the fiscal year. They are as follows:

James A. Bland
A. A. James
Joe Neal Reese
Joseph D. Joyner
Jefferson Reeves
William P. Wimberley
Donald O. Tate
Morrison Formyduval
Frederick L. Powell
John C. Canipe, Jr.

PHARMACISTS REMOVED FROM THE REGISTERED LIST BY REQUEST OR FAILURE TO RENEW—(31)

Calvin Nicholas Barger
Alford Vernon Baucom
Lawrence Monroe Benson, Jr.
John Albert Bundy
Martin Luther Cline
George Harry Cocolas
Edgar Poe Crawford
Archie Martin Dean
Julius Eldridge
Wallace Nickles Evans
Ellis Murphy Fincher
William Anderson Hayes
Robert Bartow Jones
Cleborn Edward Kimsey
Gerda Isolde Klingman
Kenneth Joel Lavergne
Norman Walker Lynch
Stephen Girard McGahan, Jr.
Edgar Beaumont Mayberry
John Charles Meserve
Felix Porter Meroney
Francis Muratori
Richard Byrd Murray
William Perry Peek, Jr.
James DeWitt Porter
Leon Arthur Rambo
Myrtle Toyeleen Reid
Flaud Kirby Smith, Jr.
Dominic Vincent Spiotti
William Herbert Stallings
Richard Kendrick Webb



In Memoriam

PHARMACISTS WHO HAVE DIED DURING THE YEAR

(23 Pharmacists)

Charles H. Allen—3-12-56 ..... Winston-Salem

William D. Bradsher—3-22-57 ..... Durham

William H. Burbage—2-6-57 ..... Albemarle

Samuel Gordon Clark—1-5-57 ..... New Bern

William P. Faucette—1-31-57 ..... Youngsville

Ralph E. Foster, Jr.—6-15-56 ..... Greensboro

William M. Fowlkes—7-11-56 ..... Enfield

William H. Horne—2-13-57 ..... Greenville

James L. Houston—7-14-56 ..... Mooresville

James H. Kirby—9-15-56 ..... Fredericksburg, Va.

William D. Merrimon—9-28-56 ..... Charlotte

Crudup P. Mitchell—5-12-56 ..... Elizabeth City

Flay DeWitt Quinn—3-2-57 ..... Shelby

William F. Rhodes—2-18-57 ..... Concord

Rom S. Rittenbury—12-21-56 ..... Charlotte

Hubert E. Roberts—11-27-56 ..... Marshall

Boyce P. Scruggs—12-18-56 ..... Rutherfordton

Lloyd D. Shuford—6-23-56 ..... Forest City

Theodore E. Stainback—12-9-56 ..... Norfolk, Va.

James T. Vinson—2-19-57 ..... Goldsboro

Thomas E. Whitehead—5-1-56 ..... Charlotte

W. Benson Williams—3-8-57 ..... Durham

Cadmus T. Young—10-18-56 ..... Four Oaks

PHYSICIANS HOLDING PERMITS TO CONDUCT PHARMACIES.

Clarence E. Brown—12-23-56 ..... Faith

Ben Hall Hackney—10-2-56 ..... Lucama

A. F. Hammond—11- -56 ..... Pollocksville

SUMMARY OF PHARMACISTS ON THE ACTIVE ROSTER

	Under 30	30-39	40-49	50-59	60-64	65-70	Over 70	Total
A. Total number of pharmacists in good standing on roster	330	489	269	313	144	131	115	1791
B. Total number actively engaged in pharmaceutical pursuits (in State)	249	413	224	272	120	100	87	1465
1. In retail pharmacy	212	375	201	238	113	86	22	1284
a. As owners	13	64	79	105	43	35	18	357
b. As partners	40	111	64	62	34	24	19	354
c. As employees	159	200	58	71	36	27	22	573
2. Part-time retail employees	8	6	3	9	4	12	20	62
3. In hospital pharmacy	19	16	6	8	0	0	1	50
4. In wholesale & mfg. labs.	0	0	1	7	3	0	5	16
5. As field rep. for mfg. & wh.	7	13	8	8	0	0	2	38
6. Teaching (students) & govt.	3	2	3	1	0	1	0	10
7. In misc. ph. pursuits	0	1	2	1	0	1	0	5
C. Total number who reside IN State & NOT engaged in ph. pursuits	5	12	8	12	15	19	22	93
1. Unemployed (at time of renewal)	0	0	0	0	0	0	0	0
2. Retired	0	0	1	4	9	16	18	48
3. Otherwise engaged	5	12	7	8	6	3	4	45
D. Number who reside OUT of State	38	63	36	29	9	12	6	193
E. Number serving with Armed Forces	38	1	1	0	0	0	0	40
F. Number in "B" who are women	34	22	5	5	0	0	0	66
G. Number in "A" who are women	56	42	7	9	0	0	0	114

EDUCATIONAL QUALIFICATIONS OF PHARMACISTS ACCORDING TO AGE

	Under 30	30-39	40-49	50-59	60-64	65-70	Over 70	Total
Qualifications of Pharmacists in "B"								
Non-graduates	0	6	32	51	65	63	65	282
Graduates of 2 year courses	0	0	5	165	45	29	17	261
Graduates of 3 year courses	0	1	88	45	10	8	5	157
Graduates of 4 year courses	249	406	99	11	0	0	0	765
Total in "B"	249	413	224	272	120	100	87	1465
Qualifications of Pharmacists in "A"								
Non-graduates	0	6	35	56	78	83	82	340
Graduates of 2 year courses	0	0	8	184	54	39	23	308
Graduates of 3 year courses	0	1	106	57	12	9	10	195
Graduates of 4 year courses	330	482	120	16	0	0	0	948
Total in "A"	330	489	269	313	144	131	115	1791

SUMMARY OF PHARMACIES REGISTERED

Total number of pharmacies in State			944
Number classified as hospital pharmacies		26	
Number serviced by one pharmacist	15		
Number serviced by two pharmacists	7		
Number serviced by three pharmacists	3		
Number serviced by five pharmacists	1		
Number classified as retail pharmacies		918	
Number serviced by one pharmacist	498		
Number serviced by one pharmacist and one part-time pharmacist	66		
Number serviced by one pharmacist and one assistant pharmacist	17		
Number serviced by one pharmacist and two assistant pharmacists	2		
Number serviced by two pharmacists	250		
Number serviced by two pharmacists and one part-time pharmacist	15		
Number serviced by three pharmacists	40		
Number serviced by four pharmacists	11		
Number serviced by permitted physicians	17		
Number serviced by permitted physician and one assistant pharmacist	2		
Ownership of retail pharmacies (hospitals excluded) is vested as follows:			
Stores owned solely by pharmacists	424		
Stores owned by pharmacists & non-pharmacists (pharmacist over 50%)	100		
Stores owned by pharmacists & non-pharmacists (pharmacist less than 50%)	52		
Stores owned by pharmacists & non-pharmacists (50%-50%)	101		
Stores owned solely by non-pharmacists	191		
Stores owned by a pharmacist and a dentist (50%-50%)	1		
Stores owned solely by physicians	4		
Physician owned clinic pharmacy	1		
Stores owned by physicians and pharmacists (physician over 50%)	11		
Stores owned by physicians and pharmacists (physician less than 50%)	6		
Stores owned by physicians and pharmacists (50%-50%)	6		
Stores owned by physicians and non-pharmacists (physician over 50%)	5		
Stores owned by physicians and non-pharmacists (physician less than 50%)	11		
Stores owned by physicians and non-pharmacists (50%-50%)	5		

HOURS OF BUSINESS OR RETAIL PHARMACIES (PER WEEK)

Under 60	8.0%	80-84	18.6%
60-64	5.2%	85-89	11.2%
65-69	10.0%	90-94	7.3%
70-74	14.6%	95-100	4.3%
75-79	18.6%	Over 100	2.2%

If these figures are compared with those of last year it will be noted that there is a general trend towards shorter hours.

At the close of the fiscal year there were 1791 pharmacists on the active roster. This is a net increase of 49 over the previous year, and is next to the smallest increase during a six-year period. The net increase in the number of pharmacists has declined each year during the past three years. This is explained by the fact that the number of pharmacists who come out of retirement to again enter practice has about reached its maximum potential and by the fact that the number of pharmacists coming into the State by reciprocity has declined somewhat this year. Of the total number on the active list, 1284 are engaged in retail practice on a full time basis and 62 on a part-time basis, making a total of 1346 in retail practice. Fifty pharmacists are engaged in hospital practice. This leaves a total of 69 pharmacists engaged in other types of pharmaceutical pursuits.

In previous years the Board has empha-

sized the need for more pharmacists. It has been well established that the only dependable manner in which this need can be met is by increasing our training facilities. It now appears that this requirement will finally be met. There are, however, strong forces competing for the funds that would normally be appropriated for this project. Worthy as these demands might be, it is incumbent on every pharmacist to see that his legislator does not lose sight of our long overdue building for the School of Pharmacy.

On May 1 there were 944 pharmacy outlets in the State. This is a net increase of two during the year. Twenty-six of the total number are classified as hospital pharmacies. This represents a loss of two hospital pharmacies and a net gain of four retail pharmacies. The number of retail pharmacies is now 918.

The number of retail pharmacies operating under physicians' permits has also declined during the year. This number now stands at 19 and represents a decrease of seven from the number being so operated last year.

The number of pharmacists per retail pharmacy outlet still remains unsatisfactory. It continues at 1.4 pharmacists per outlet and is next to the lowest in the Nation. When all aspects of a remedy for the problem are considered, it is felt that we should strive to train a sufficient number of pharmacists so as to provide 2.0 pharmacists per pharmacy outlet by 1975. This goal is felt to be not only professionally desirable but economically feasible. This number would still leave approximately one third of our pharmacies being operated under the burdensome condition of having only one pharmacist.

In the application for the renewal of pharmacy permits, space was provided for entering the number of prescriptions filled in each pharmacy for the preceding twelve months. This information was furnished for 769 of the 944 outlets. There 769 stores listed a total of 13,204,818 new and refill prescriptions. This was an average of 17,171 per store. If this number is projected to the total number of stores, a figure of 16,209,424 is obtained. This is a substantial increase over the previous year when the figure was 15,166,000, or an average of 16,100 per store. The mean average was 13,500 per store. Refill prescriptions accounted for 35.2% of the total.

In the last annual report it was stated that a survey would be undertaken regarding the distribution of drugs in hospitals and industrial health centers. Work on the hospital aspect of this project has gone forward during the year. Progress on the study so far includes:

1. tabulation of hospitals in the State as to location, type, size and administrative personnel;
2. exploratory conference with officials of the Hospital Administrators' Association;
3. collection of information regarding existing practices involving distribution of drugs in hospitals;
4. a study of the pharmacy laws with special reference to their application to hospitals.

In regard to the last item, the language of our law seems to be uncertain when applied to hospitals. Two conferences have been had with the Attorney General in this connection. By mutual consent the further study with the Attorney General has been deferred until after the adjournment of the General Assembly so as to allow more time for its consideration. There is some indication that new legislation must be enacted in order to clarify the situation. If this be true, it should only be undertaken as a joint project by all groups concerned so as to arrive at a solution of the problem based on the public interest.

PRACTICAL PHARMACY EXPERIENCE

From time to time in the annual reports reference has been made to the practical experience or apprentice training program which was inaugurated by the Board in 1949. Up to now most of the Board's activities in this connection have been directed largely toward the trainee to thoroughly explain to him what is expected of him. It is constantly emphasized to the apprentice, or intern, that although this experience period is one of the legal requiremnts that must be satisfied, it should not be looked upon as

just another hurdle to be crossed before licensure. On the other hand, it should be viewed as an opportunity to learn to translate formal knowledge into terms of actual practice. It is believed that for the most part our students now understand this. It is felt, however, that we have not devoted enough time to the supervising pharmacists who are acting as preceptors to the trainees to thoroughly familiarize them with the total objectives of the training program. In the past, the Secretary has attempted to visit as many of the trainees while on the job as possible. However, time has permitted only a small percentage of these to be covered. In order to rectify this stiuation, the Board has engaged Dr. Ben Cooper, Professor of Practical Pharmacy at the School of Pharmacy, to call on each intern and supervising pharmacist during the coming summer. It is felt that by doing this, assistance will not only be given to the supervising pharmacists and interns, but it will also enable the Board to get first hand information on how this experience program might be made even more valuable.

As an indication of the importance the Board attaches to this training program, it should be noted that the notebook record of the trainee will be graded and this grade will account for 20% of the grade on the practical examination.

DRUG STORE INSPECTION AND LAW ENFORCEMENT

During the year the Board has continuously employed one full time inspector. As was stated earlier, Mr. V. L. Smith continued work until October 15, 1956, when he resigned and was replaced by Mr. John B. Balas on November 12, 1956. Inspector May has continued on a part-time basis. The reports of the work covered by these men follow:

Charlotte, N. C.
March 31, 1957

To: The Members of the North Carolina Board of Pharmacy

Subject: Annual Report

I submit herewith my report for the period November 12, 1956 to March 31, 1957.

The following inspections and investigations were made.

Retail Pharmices	258
Hospitals, Clinics & Nursing Homes	6
Soda Shops	3
Grocery Stores	2
Department Stores	1
Physicians' Offices	2
Special Investigations	31
Manufacturers or Distributors	5
Total	308

During the period of this report I have attended each of the regular monthly Board meetings and one examination meeting held during this time.

Respectfully submitted,
John B. Balas

i.e. The 31 Special Investigations include the undercover investigations in Charlotte, Shelby and Asheville, N. C., and time consumed in those particular investigations was much greater than in regular inspections.

To: The Members of the North Carolina Board of Pharmacy

Subject: Annual Report

Herewith is submitted the report of Victor L. Smith May 1, 1956-Oct. 15, 1956*

Retail Pharmacies	494
Hospitals	12
Soda Shops	11
Grocery Stores	27
Physicians' Offices	7
Special Inspections	11
Total	562

*Mr. Smith resigned before the end of the fiscal year.

Wake Forest, N. C.
April 25, 1957

To: The Members of the North Carolina Board of Pharmacy

I have the honor to submit herewith a summary of the limited inspection and investigative work performed by me from October 15, 1956 to December 7, 1956. I have made 169 inspections of establishments and 35 miscellaneous calls and investigations in 37 towns and villages covering the following classifications:

Retail Drug Stores	148
Soda Shops	10
Physicians	3
Hospitals	7
Grocery Stores—General	1
Miscellaneous	35
Total	204

Due to circumstance and conditions beyond our control and wishes it is indeed most regretful that I have been unable to render a greater service. However, I am greatly encouraged to the extent of assuring you I shall be back in action on or before May 1, 1957. Our deepest appreciation and thanks to each of you.

Respectfully submitted,
Thos. H. May

Report of Attorney Bailey

May 2, 1957

To: Members of the North Carolina Board of Pharmacy

Subject: Annual Report

Herewith is submitted my report covering the period from May, 1, 1956 to April 30, 1957.

During the period of this report I have attended each of the regular monthly meetings of the Board and the regular examination meetings.

My actual participation in inspection work has been rather limited during the past fiscal year, however, the results of all of the inspections throughout the State in which law violations have been discovered have been brought to my attention.

A great deal of time has been consumed in investigations of particular matters brought to the attention of the Board, especially with reference to hospital pharmacies, industrial first aid rooms, state institutions and veterinary drug outlets.

There have been several serious cases before the Board involving disciplinary action and I have participated in each of these proceedings in an advisory capacity to the Board in addition to carrying out my duties in questioning the individuals appearing before the Board.

A good deal of time at each Board meeting is spent in explaining to newly licensed pharmacists, either by examination or reciprocity, and newly permitted retail outlets the meaning and effect of the laws of the State of North Carolina with regard to the practice of pharmacy and the operation of permitted retail outlets. Again this year I express the sincere belief that the understanding of the laws of the State with respect to the practice of pharmacy by the individual holding the license and the individuals responsible for the permitted outlet will contribute greatly to a higher standard of pharmacy being practiced in our state. It has, since my connection with the Board, been my desire that emphasis be placed upon the responsibility of each and every individual registered to practice pharmacy in the State of North Carolina to uphold his profession and to safeguard the public safety and welfare of the citizens of North Carolina by practicing the highest ethics and by full compliance with the laws as set forth by the Legislature.

While there are still pending many cases involving disciplinary action against individuals who continue to violate the standards of good professional conduct and the laws regulating the practice of pharmacy throughout the state of North Carolina and while it is unfortunate that such conditions continue to exist and continue to be a major portion of the business brought before the North Carolina Board of Pharmacy, it is my feeling that the North Carolina Board of Pharmacy is increasing its effectiveness each month by its understanding approach to the practical side of pharmacy and that eventually the practice of pharmacy will truly be restricted to properly qualified pharmacists or apothecaries and thereby the public health, safety and welfare, which is the prime objective of all the laws under which the Board operates, will be better served.

Respectfully submitted,
J. Ruffin Bailey

Reference has been made to the cases which had been referred to the attention of the Board by other agencies and the disposition of these cases was reviewed. In addition, eight cases have been heard by the

Board in compliance with Section 9 of the Rules and Regulations of the Board which provides for an opportunity for a hearing before having the alleged violation presented to the courts for prosecution. Five of these cases involved the illegal practice of pharmacy, two the intemperate use of alcohol, and one a combination of the illegal practice of pharmacy and the falsifying of an application for a drug store permit. Four of the cases in the first category were adjusted by consent through Board action and one was recommended for prosecution. One pharmacist was placed on probation and the license of another was revoked as the result of the intemperate use of alcohol. The permit of one drug store was revoked after representations made in the application were found to be false and fraudulent. A petition for judicial review was subsequently filed by the defendant in this case. Although the Board has filed a complete transcript of all hearings in the matter, the case has not yet been tried. In addition to the eight cases referred to above, three additional cases of alleged violation of the pharmacy law were adjusted through conferences with the attorneys for both sides after an opportunity for hearings had been waived.

In recent months the inspectors for the Board have collected evidence of violation of the pharmacy law in a number of cases. Reports of these findings are now being processed by the Board and it can be expected that those found in violation will be punished.

Since the State has found it necessary to enact legislation to protect the public in matters dealing with the distribution of drugs, morality and common sense demand that we conduct ourselves and our pharmacies in such a fashion as to assure the public that we do in fact afford the protection for which the law stands. The Board of Pharmacy is committed to this end. It seeks the active, positive cooperation of every pharmacist in the State in effecting this purpose. However, the Board will not refrain from prosecuting those who persist in endangering the public through their disregard for the requirements of the law.

FINANCIAL REPORT

The fiscal year of the Board closed on April 30, 1957. There has not been sufficient time since that date to have a certified audit made of the financial records of the Board. However, this will be done and the results will be published with the annual report as usual.

NOTE: CERTIFIED AUDIT REPORT SUBSEQUENTLY FURNISHED AND IS AS FOLLOWS:

REPORT ON AUDIT
OF
NORTH CAROLINA BOARD OF PHARMACY

CHAPEL HILL, N. C.

May 1, 1956 to April 30, 1957

OFFICERS & BOARD MEMBERS

ROGER A. MCDUFFIE, President ..... Greensboro
R. N. WATSON, Vice Pres. ..... Sanford
H. C. MCALLISTER, Sec.-Treas. ..... Chapel Hill
W. MOSS SALLEY, JR. ..... Asheville
FRANK W. DAYVAULT ..... Lenoir

RAYMOND L. PRICE
CERTIFIED PUBLIC ACCOUNTANT
609 COMMERCIAL BUILDING
RALEIGH, N. C.

June 1, 1957

To the Officers & Members of the
North Carolina Board of Pharmacy:

Gentlemen:

Pursuant to engagement, we have audited the financial records of Mr. H. C. McAllister, Secretary & Treasurer of the North Carolina Board of Pharmacy, for the period from May 1, 1956 to April 30, 1957, and the attached statement of Cash Receipts & Disbursements presents a summary of operations for the fiscal year.

All Receipts entered on the Cash Book were in agreement with duplicate receipts on file and were properly deposited in the bank. Disbursements for the fiscal year were made for apparently proper purposes and are supported by signed, paid checks, receipted bills, etc.

The Balance On Hand at April 30, 1957 consists of the following:

Cash in Banks:		
The Bank of Chapel Hill	$18,135.62	
The University Nat'l. Bank of Chapel Hill (Savings)	9,242.98	$27,378.60
Investments:		
U. S. Treasury Bonds (2½)		5,000.00
Total Balance April 30, 1957		32,378.60

The Cash in Banks was reconciled and verified. The five U. S. Treasury Bonds of $1,000.00 each were inspected.

The fidelity bond for the Secretary & Treasurer, in the amount of $5,000.00, has been continued. Two fire insurance policies of $2,500.00 each, or a total of $5,000.00 on office equipment, were examined.

The records, as heretofore, are in an excellent condition and we experienced no difficulty in the verification thereof. In the course of this examination, every assistance was rendered and courtesy extended that would facilitate our work.

Respectfully submitted,

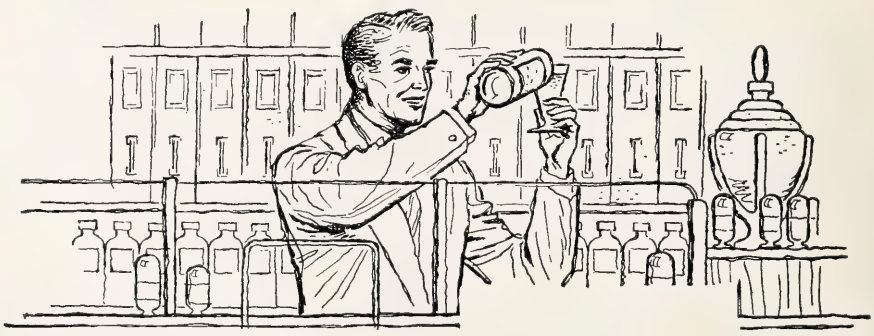
R. L. Price
Certified Public Accountant.

North Carolina Board of Pharmacy, Chapel Hill, N. C.

CASH RECEIPTS AND DISBURSEMENTS

May 1, 1956 to April 30, 1957

Receipts:	
Pharmacist Renewal Licenses	$17,450.00
Asst. Pharmacist Renewal Licenses	250.00
Physician Renewal Licenses	95.00
Physician Registrations	10.00
Pharmacist Re-registrations	255.00
Examination Fees	880.00
Reciprocal Registrations	900.00
Drug Store Permits—Original	1,425.00
Drug Store Permits—Renewals	13,515.00
Drug Store Re-registrations	325.00
Duplicate Certificates	45.00
Sale of Poison Registers	335.75
Certificates of Grades	10.00
Sale of Supplies	102.05
Returned Checks Collected	203.00
Interest on Savings	175.03
Sale of Equipment	278.62
All Other	58.85
Total Receipts	$36,313.30
Balance May 1, 1956	29,360.01
Total Receipts & Balance	$65,673.31



Disbursements		
Salaries:		
Secretary & Treasurer	$ 6,600.00	
Office Assistants	6,483.50	$13,083.50
Office Expense:		
Rent	600.00	
Telephone	265.98	
Supplies	298.41	
Postage	533.47	
Printing	2,153.23	
Equipment	1,036.23	
All Other	144.85	5,032.17
Inspection Expense:		
Salaries	6,445.00	
Travel Expense	2,914.96	
Legal Expense	650.00	
All Other	150.00	10,159.96
Board Meetings:		
Per Diem $1,120.00; Expense $1,395.56	2,515.56	
Examination Material	83.53	2,599.09
Miscellaneous Disbursements:		
Audit	100.00	
Bank Services Charges	23.47	
Expense: Attending National & District Meetings	603.50	
Dues	81.00	
Bond Premium	25.00	
Lettering Certificates	210.00	
Health & Accident Insurance	229.91	
Social Security	350.30	
Returned Checks	153.77	
Refunds	40.00	
Publishing Annual Report	463.00	
All Other	140.04	2,419.99
Total Disbursements		$33,294.71
Balance April 30, 1957:		
The Bank of Chapel Hill	18,135.62	
The University Nat'l. Bank (Savings)	9,242.98	
Investments; U. S. Treas. Bonds	5,000.00	32,378.60
Total Disbursements & Balance		$65,673.31

List of Registered Pharmacists

(Revised August 5, 1957

The registration number immediately precedes the name of the pharmacist. The state of original registration appears in ( ) after the names of those pharmacists registered by reciprocity. The year immediately preceding the location of the pharmacist is the year of registration.

Please notify the Secretary promptly of any errors or change in address.

A

2161. Adair, W. H. (Ala.) 1924 Roxboro
2207. Adams, E. E. 1924 Lincolnton
3496. Adams, J. W. 1951 Asheville
3929. Adams, L. D. 1956 Newton
2503. Adams, W. J. 1929 Louisa, Va.
2653. Adams, W. R. 1933 Carolina Beach
3930. Adams, W. R., Jr. 1956 Wilson
3357. Adelson, I. (Va.) 1950 Warwick, Va.
3966. Adelstein, Jerome (Ohio) 1956 Greensboro
2974. Adkinson, N. F. 1941 Avondale
3518. Agnew, Ruth Elizabeth (Ga.) 1951 Atlanta, Ga.
3590. Ahlin, Bjorn (S.C.) 1952 Sylva
1784. Aiken, J. H., Jr. 1914 Asheville
1874. Aiken, L. W. 1916 Asheville
4041. Airheart, J. W. (Ga.) 1957 Concord
3835. Akins, F. T., Jr. (Ga.) 1955 Columbia, S. C.
3181. Albright, G. B., Jr. 1947 Salisbury
2118. Alderman, Jacob Leroy 1923 Rolesville
3689. Aldridge, Stanley Preston (Ga.) 1953 Augusta, Ga.
1838. Allen, H. H. 1915 Cherryville
3027. Allen, H. H., Jr. 1943 Cherryville
2865. Allen, J. W. 1939 Charlotte
3454. Allen, R. E. 1951 Hickory
2707. Allen, W. D. (Va.) 1936 Morganton
3455. Allen, W. F. 1951 Cherryville
2937. Allgood, W. W. 1941 Roxboro
3360. Alligood, J. M. 1950 Greenville
2552. Allison, J. B. (Ga.) 1930 Lancaster, S. C.
3847. Alphin, Barbara (Mrs.) 1955 Indianapolis, Ind.
3961. Altschul, J. A. (Ohio) 1956 Youngstown, Ohio
3931. Ammons, D. L. 1956 Salisbury
3842. Ammons, R. M. 1955 Red Springs
3619. Anders, G. H. 1953 Shelby
3280. Anderson, E. R., Jr. 1949 High Point
1605. Anderson, J. M. 1911 New Bern
2470. Andes, G. E. (Va.) 1929 Wadesboro
1346. Andrews, C. McD. 1907 Burlington
1702. Andrews, J. P. 1913 Winston-Salem
3932. Andrews, J. W. 1956 Winston-Salem
1739. Andrews, R. H. 1914 Burlington
1906. Andrews, W. T. 1917 Charlotte
2625. Andrews, W. A. 1932 Louisburg
2115. Armstrong, W. E. (col.) 1922 Rocky Mount
2654. Arnold, B. D. 1933 Raleigh
2048. Arps, E. G. 1921 Plymouth
1864. Arps, P. M. 1916 Plymouth
2471. Artice, A. R. (Pa.) (col.) 1928 Newport News, Va.
999. Ashford, A. J. 1901 Kinston
3875. Ashworth, R. H. 1955 Cary
3415. Atkinson, M. J. (S.C.) 1950 Fair Bluff
3163. Aull, Betty H. (Mrs. A. H.) 1947 Kinston
2449. Austin, B. N. 1928 W. Jefferson
4015. Austraw, R. F. (Md.) 1957 Asheville
2280. Avner, Samuel 1925 Montgomery, Ala.

B

2212. Bain, J. D. 1924 Clayton
3548. Bain, J. D., Jr. 1952 Clayton
3630. Bain, M. McG. (Tenn.) 1953 Wilson
2216. Baker, E. R. (col.) 1924 Danville, Va.
4018. Baker, Ernestine 1957 High Point
3329. Baker, J. H. 1950 Mount Airy
2051. Baker, W. P. 1921 Raeford
3729. Balas, J. B. (Pa.) 1954 Charlotte
3986. Ball, H. L. 1957 Winston-Salem
2499. Ballance, G. H. 1929 Alexandria, Va.
3964. Bane, G. H. (S.C.) 1956 Concord
3519. Banner, R. D. (Kan.) 1951 Spruce Pine
3987. Barber, R. E. 1957 Mt. Gilead
2405. Barbour, J. P. 1927 Burlington
3988. Barbour, J. P., Jr. 1957 Raleigh
3733. Barbrey, H. S., Jr. 1954 Goldsboro
2573. Barefoot, L. G. 1931 Asheville
3117. Barnes, H. J. (Miss.) 1946 Portsmouth, Va.

3979. Barnett, C. M. (Va.) 1956 Henderson
3456. Barnett, Frank, Jr. 1951 Henderson
3549. Barnett, J. 1952 Henderson
2462. Barnhardt, M. R. 1928 Rockwell
1959. Barrett, R. E. 1917 Burlington
2912. Barringer, H. A. 1940 Concord
4019. Barringer, J. M. 1957 Carthage
3494. Barton, W. H. (Ga.) 1951 Greensboro
2818. Basart, J. M. 1938 Havelock
3734. Bauguess, C. T., Jr. 1954 Sanford
3041. Beam, W. G. 1944 Danville, Va.
3550. Beason, R. H. 1952 Boiling Springs
3013. Beavans, S. C. 1943 Enfield
3116. Beck, A. L., Jr. (S.C.) 1946 Hendersonville
3162. Beck, Q. H. (S.C.) 1947 Hendersonville
3151. Beck, W. C. (S.C.) 1946 Hendersonville
3551. Beddingfield, B. B. 1952 Greenville
1904. Beddingfield, C. H. 1917 Clayton
3073. Beddingfield, C. H., Jr. 1945 Clayton
1686. Bell, F. R. 1912 Beaufort
2551. Bell, H. C. 1930 Gastonia
2725. Bell, L. R. 1936 Tarboro
3602. Belton, C. N. (Ga.) 1952 Mt. Airy
2458. Bender, W. M. K. 1928 Fayetteville
3361. Bennett, D. L. 1950 Albemarle
1638. Bennett, K. E. 1912 Bryson City
3552. Bennick, J. E. 1952 Asheboro
1891. Benson, E. S. 1916 Wilmington
3281. Benson, H. O. 1949 Graham
2128. Best, J. H. 1923 Greensboro
1719. Betts, J. A. 1913 Lumberton
3924. Bias, W. C. (W.Va.) 1956 Wadesboro
2253. Biddy, O. D. 1925 Brevard
1450. Biggs, J. W. 1909 Williamston
3004. Biggs, J. W. S. 1942 Greenville
1282. Biggs, W. H. 1905 Williamston
3248. Bigham, J. H. (S.C.) 1948 Charlotte
1640. Birmingham, J. S. 1912 Hamlet
3864. Bishop, E. L., Jr. (Miss.) 1955 Asheville
2958. Bishop, H. L. 1941 Asheville
3638. Bishop, H. T. (W.Va.) 1953 Wilmington
3782. Bissett, D. H. 1955 Kinston
2135. Bissette, P. B. (Va.) 1923 Wilson
3186. Bissette, P. B., Jr. 1947 Wilson
3614. Bius, J. H. (Ga.) 1953 Raleigh
2002. Bizzell, H. L. 1920 Charlotte
2044. Black, B. B. 1921 Kannapolis
3187. Black, Eleanor Holden (Mrs. S. N.) 1947 Ormond Beach, Fla.
2454. Black, F. L. 1928 Charlotte
2408. Black, O. R. (Ariz.) 1927 Bessemer City
3822. Black, P. F. (Ga.) 1955 Rutherfordton
3009. Black, Samuel (Fla.) 1942 Hollywood, Fla.
3074. Black, S. N. 1945 Ormond Beach, Fla.
3783. Black, W. E. 1955 Burnsville
3277. Blackmore, N. J. (Ind.) 1949 Wilmington
2340. Blades, M. W. 1926 Apex
3546. Blalock, J. D. (S.C.) 1952 Greenville
2132. Bland, J. A. 1923 Charlotte
3647. Bland, J. F. 1953 High Point
4020. Bland, Miriam (col.) 1957 Sanford
2337. Blanton, C. D. 1926 Kings Mountain
3648. Blanton, C. D., Jr. 1953 Kings Mountain
3830. Blanton, R. P. (S.C.) 1955 Greenville, S. C.
2977. Blower, Anna Burks (Mrs. E. R.) 1941 Akron, Ohio
2324. Blue, D. A. 1926 Carthage
1980. Bobbitt, A. B. 1919 Winston-Salem
2671. Bobbitt, H. F. 1934 Glen Alpine
3118. Boger, R. A. (Ga.) 1946 New Bern
2409. Bolinger, C. E. (Ga.) 1927 Asheville
2575. Bolton, R. B. 1931 Rich Square
1721. Bonner, Brem 1913 Sarasota, Fla.
3784. Booker, Elsie (Mrs.) 1955 Chapel Hill
1231. Boone, D. L. 1905 Durham
3042. Boone, W. T. 1944 Ahoskie
2708. Booth, G. D. (S.C.) 1936 Durham
3014. Borders, M. L., Jr. 1943 Chadbourn
3649. Bostian, T. R. 1953 Kannapolis
3423. Boulware, R. H. (S.C.) 1951 Charlotte
3331. Bowers, J. C. 1950 Lincolnton
2828. Bowman, C. E. 1938 Conover
1843. Boyce, J. B., Jr. 1915 Warrenton
2845. Boyd, S. B. 1939 Mt. Olive
3450. Boyd, W. T. (Wyo.) 1951 Winston-Salem
3547. Boyer, W. D. (D.C.) 1952 White Stone, Va.
3362. Boyles, J. H. 1950 Atlanta, Ga.
3735. Bradley, W. V., Jr. 1954 Kannapolis
2384. Bradshaw, E. L. 1927 Kinston
3843. Bradshaw, E. L., Jr. 1955 Kinston
4016. Bradsher, H. T. (Mo.) 1957 Winston-Salem

1619. Brady, C. A. 1911 Hickory
3698. Braman, William Collins (La.) 1954 Asheville
2650. Brame, M. M. 1933 High Point
2772. Brame, P. A. 1937 N. Wilkesboro
2959. Brame, R. M., Jr. 1941 N. Wilkesboro
3544. Brandon, L. R. (S.C.) 1952 Hildebran
933. Brantley, J. C. 1899 Raleigh
2534. Brantley, J. C., Jr. 1930 Raleigh
1786. Brantley, P. C. 1914 Wendell
3259. Brantley, W. C. 1949 Winston-Salem
3271. Brauer, Evelyn S. (Mrs.) 1949 Jersey City, N. J.
3701. Brecht, Dorothy V. (Minn.) 1954 Minnesota Lake, Minn.
3069. Brecht, E. A., Jr. 1944 Chapel Hill
1393. Bretsch, Albert 1908 Southern Pines
3028. Brewer, Marsha Hood 1943 Pink Hill
1781. Brewer, S. O. 1914 Durham
3031. Brewer, S. O., Jr. 1943 Durham
3928. Brickle, R. M. (S.C.) 1956 Charlotte
3773. Bridges, A. R. (Ga.) 1954 Rutherfordton
3225. Brinkley, C. S. 1948 Kernersville
2636. Brison, J. E. (S.C.) 1933 Gastonia
2021. Brison, S. P. (S.C.) 1920 Belmont
3488. Brisson, Edward (S.C.) 1951 St. Pauls
3427. Brisson, L. C. 1951 Fayetteville
2113. Bristow, E. B. 1922 Rockingham
3135. Britt, G. H. 1947 Raleigh
3203. Britt, L. E. 1947 Miami, Fla.
3650. Britt, R. T. 1953 High Point
3276. Britt, W. O., Jr. (Ga.) 1949 Ahoskie
2461. Brodie, T. L. 1928 Fayetteville
3553. Brooks, B. C. 1952 Fayetteville
2063. Brooks, F. G. 1921 Siler City
3785. Brooks, F. G., Jr. 1955 Siler City
3124. Brooks, H. R. 1946 Goldston
3363. Brookshire, J. E. 1950 Winston-Salem
2208. Brookshire, L. P. 1924 Asheville
3015. Brookshire, L. B. 1943 Asheville
3428. Brothers, A. E. 1951 Elizabeth City
3089. Brown, C. G. (Ga.) 1944 Roanoke, Ala.
3554. Brown, E. T. 1952 Chapel Hill
3190. Brown, Ellen M. (Mrs. Wm. C.) 1947 Greensboro
3157. Brown, J. H. (Ga.) 1946 China Grove
3019. Brown, Mary G. (Mrs. J. W.) 1943 Martinsville, Va.
3982. Brown, M. L. (Colo.) 1957 Fletcher
4042. Brown, S. G., Jr. (S.C.) 1957 Rockingham
3226. Brown, W. C. 1948 Greensboro
2913. Browning, A. C. 1940 Greensboro
1394. Browning, B. H. 1908 Littleton
2501. Browning, D. B. 1929 Kinston
1590. Browning, H. R. 1911 La Grange
3643. Bruce, E. W. (S.C.) 1953 Charlotte
2853. Bruce, T. M. 1939 Hot Springs
3354. Brunner, E. J. (Wis.) 1950 Dallas, Tex.
2316. Bryan, R. B. 1926 Belmont
1200. Bryan, W. D. 1904 Tarboro
3498. Bryant, Alvin 1951 Durham
2645. Buchanan, E. W. 1933 Greensboro
2808. Buchanan, E. C. 1938 Kinston
2352. Buchanan, G. G. 1926 Greensboro
2676. Buchanan, R. A. 1934 Greensboro
3642. Buckner, J. J. (S.C.) 1953 Blacksburg, S. C.
1284. Buhmann, Walter 1905 Asheville
2779. Bullard, R. E. 1937 Fayetteville
2651. Bunch, L. E. 1933 Wilmington
2745. Bunn, R. S. 1936 Elizabeth City
3898. Burgiss, Thomas 1956 Chapel Hill
2259. Burgiss, T. R. 1925 Sparta
2789. Burlage, H. M. (Wash.) 1937 Austin, Texas
1612. Burnett, B. J. (col.) 1911 Rocky Mount
1650. Burnett, J. P. 1912 Whitakers
3016. Burnett, J. P., Jr. 1943 Rocky Mount
2858. Burris, L. R. 1939 Valdese
3555. Burris, L. R., Jr. 1952 Valdese
3228. Burrus, B. M. 1948 Canton
2165. Burrus, S. B. (Ga.) 1923 Canton
3984. Burson, J. D. (Ala.) 1957 Reidsville
2544. Burt, M. S. 1930 Durham
1681. Burwell, W. A. 1912 Raleigh
3526. Busbee, J. A. (S.C.) 1951 Claremont
3520. Bush, W. E. (Ga.) 1951 Chapel Hill
1872. Butler, A. B. 1916 Clinton
3008. Butler, Josephine E. (Mrs. G. B.) 1942 Gainesville, Fla.
2450. Bynum, C. W. 1928 New Bern
1097. Byrd, Clement 1903 Wilmington

C

2914. Cable, M. LeR. 1940 Asheville
2225. Cagle, C. V. (Ga.) 1924 Greensboro
2473. Cain, C. M. (S.C.) 1929 Henrietta
2050. Cain, L. D. 1921 Kannapolis

3282. Caldwell, E. G. 1949 Lumberton
2866. Caldwell, E. L. (col.)
1939 Martinsville, Va.
3610. Caldwell, E. S. (Pa.)
1952 Winston-Salem
2292. Caldwell, P. L. (Ga.) 1925 Faison
3364. Callahan, Virginia L. (Mrs.)
1950 Asheville
3876. Callicutt, R. D. 1955 Thomasville
3989. Cameron, Marcus 1957 Greensboro
2637. Cameron, W. L. (S.C.) 1933 Vass
3651. Campbell, C. C. 1953 Maiden
2962. Campbell, E. G., Jr. 1941 Rocky Mount
2219. Campbell, F. E. 1924 Hamlet
1894. Campbell, H. T. 1916 Maiden
3260. Campbell, Lena Silver (Mrs.)
1949 Sidney, Ohio
1955. Campbell, R. B. 1917 Taylorsville
3652. Campbell, R. B., Jr.,
1953 Taylorsville
3051. Canaday, M. S. 1944 Four Oaks
1706. Canaday, R. C. 1913 Four Oaks
1837. Canaday, W. H.
1915 Seymour, Texas
3125. Canipe, J. C., Jr. 1946 Charlotte
3246. Cannon, C. C. (S.C.) 1948 Durham
2823. Capps, E. U. 1938 Ahoskie
2502. Cardell, J. C. 1929 Lenoir
3592. Carmel, H. L. (Conn.)
1952 Fayetteville
3543. Carpenter, G. A. (S.C.)
1952 Oteen
3641. Carroll, G. L. (S.C.)
1953 Wilmington
2617. Carroll, W. W. 1932 Dunn
3499. Carson, Barbara B. (Mrs.)
1951 Greenville, S. C.
2331. Carswell, A. P. 1926 Durham
3017. Carswell, J. H. 1943 Chapel Hill
2043. Carswell, R. F. 1921 Winston-Salem
3556. Carter, L. H. 1952 High Point
3457. Carter, R. E., Jr. 1951 Burgaw
1232. Carter, Samuel 1905 Salisbury
1659. Carter, Stamey 1912 Salisbury
3844. Carter, W. A. 1955 Gastonia
3084. Caruthers, M. R. 1945 Raleigh
3871. Cash, J. E. (S.C.) 1955 Rutherfordton
3458. Cash, W. D. 1951 N. Y. C.
1787. Cassel, A. S. 1914 Raleigh
3142. Casteel, J. R. (W.Va.)
1946 Durham
3247. Cates, L. R. (S.C.)
1948 Blacksburg, S. C.
1839. Caton, E. J. 1915 Ferrum, Va.
2900. Caudill, Altajane H. (Mrs. J.)
1940 Elizabethton, Tenn.
3164. Caudle, Virgina 1947 Winston-Salem
2831. Causey, J. H. 1938 Statesville
3283. Cavanaugh, S. MacD. 1949 Rose Hill
2131. Cecil, A. C. 1923 High Point
2326. Champion, H. C. 1926 Concord
2274. Champion, H. O. 1925 Waynesville
2555. Chandler, E. O. (Va.) 1930 Leaksville
3429. Chandler, J. W. 1951 Draper
2920. Chandley, A. B. 1940 Asheville
1348. Chapman, D. S. 1907 Durham
2744. Chapman, H. C. 1936 Durham
1775. Chappell, J. C. 1914 Raleigh
4021. Charles, F. R. 1957 Charlotte
4022. Charney, G. B. 1957 Brooklyn, N. Y.
3545. Cheatham, A. B. (Va.)
1952 Wilmington
1453. Cherry, J. L. 1909 Charlotte
1562. Cherry, W. C. 1910 High Point
4023. Cherson, Arnold 1957 Greensboro
2711. Civil, J. K. (S.C.) 1935 Charlotte
2683. Clapp, E. B. 1934 Newton
2668. Clark, C. B., Jr. 1934 Williamston
2978. Clark, G. E. 1941 Warsaw
2341. Clark, W. A. 1926 Fayetteville
3786. Clarkin, J. R., Jr. 1955 Hamlet
2392. Clayton, A. W., Jr. 1927 Durham
3229. Claytor, D. D. 1948 Greensboro
3557. Clelland, Alec W., Jr.
1952 Fayetteville
3921. Clelland, Susan (Mrs.) (S.C.)
1956 Fayetteville
2205. Cline, C. E. 1924 Metaire, La.
1999. Cline, F. H. 1920 Charlotte
3459. Clodfelter, W. A., Jr. 1951 Asheboro
2976. Cloer, P. L. 1941 Lenoir
3492. Cloer, R. A. (Ga.) 1951 Franklin
2042. Cobb. J. L. 1921 High Point
3353. Cobb, T. E. (Ala.)
1950 Birmingham, Ala.
3603. Coble, G. S. (S.C.) 1952 Stanley
2608. Coble, J. C. 1932 Greensboro
2747. Cochrane, A. L., Jr. 1936 Jackson
3500. Coffee, H. M. 1951 Thomasville
3558. Cogdell, H. P. 1952 Kenly
3787. Cohen, R. I. 1955 Kinston
3653. Cole, A. F., Jr. 1953 Roxboro
2226. Cole, T. R. (Ga.) 1924 Sanford
4040. Coleman, C. C. (col.) (Va.)
1957 Raleigh
3990. Coleman, R. A. 1957 Burlington

4024. Coley, W. N. 1957 Raleigh
2886. Colina, G. D. (S.C.) 1940 Charlotte
3091. Collette, R. W. (S.C.)
1945 Mocksville
3085. Collier, H. B.
1945 St. Petersburg, Fla.
3366. Collier, W. T. 1950 Greenville, S. C.
3284. Collins, B. F., Jr. 1949 Greensboro
3288. Collins, Doris M. (Mrs.)
1949 Greensboro
3460. Collins, R. E. 1951 Raleigh
1484. Compton, J. W. 1909 Salisbury
2542. Connell, J. P. B. 1930 Henderson
1981. Cooke, D. B. (Tenn.) (col.)
1919 Weldon
2876. Cooke, H. M., Jr. 1939 Winston-Salem
3788. Cooper, B. F., Jr. 1955 Chapel Hill
1900. Copeland, R. R. 1916 Ahoskie
1667. Coppedge, J. B. 1912 Raleigh
3107. Corbett, Muriel U. (Mrs.)
1945 Lake Charles, La.
2098. Corbitt, A. R. (W.Va.)
1922 Charlotte
2777. Cornwell, A. H. 1937 Lincolnton
2669. Cornwell, G. T. 1934 Morganton
3075. Corwith, F. H.
1945 Southampton, N. Y.
1431. Costner, B. P. 1908 Lincolnton
1320. Council, C. T. 1906 Durham
3140. Cowan, W. L. (S.C.)
1946 Forest City
1452. Cox, M. H. 1909 Marshall
2138. Cox, R. O. (Mich.)
1923 Winston-Salem
2925. Cox, Rupert 1940 Raleigh
2992. Cox, Ruth M. (Mrs.)
1942 Winston-Salem
3252. Craft, R. E. (S.C.)
1948 Gastonia
2825. Craig, L. B. 1938 Aberdeen
3640. Craig, W. D., Jr. (S.C.)
1953 Charlotte
2276. Craig, W. F. 1925 Charlotte
1684. Craven, C. H. 1912 Wilmington
2864. Crawford, H. D. 1939 Swannanoa
2822. Creech, J. L. 1938 Smithfield
2699. Creech, L. R. 1935 Oxford
3736. Creech, W. G. 1954 Selma
2623. Creech, W. H. 1932 Selma
3933. Creekmore, R. L. 1956 Lumberton
3834. Creticos, S. P. 1955 (S.C.)
Charleston, S. C.
3608. Crispens, W. E. (Md.)
1952 Greensboro
2646. Crissman, U. F. 1933 Lexington
2752. Cromley, R. I. (Ga.) 1937 Raleigh
3169. Crowe, D. F. (Ga.) 1947 Oteen
2773. Crowell, C. M., Jr. 1937 Mooresville
2681. Crumpler, L. H. 1934 Raleigh
2001. Crutchfield, T. G. 1920 Greensboro
2862. Culbreth, G. McK.
1939 Southern Pines
1609. Culpepper, F. D. 1911 Louisburg
3702. Curtis, Abner Jones (Ohio)
1954 Hendersonville
2464. Curtis, J. R. 1928 Bessemer City
2342. Curtis, R. H. 1926 Rowland
3789. Curtis, T. E. 1955 Waynesville

D

3977. Dagold, D. J. (Md.) 1956 New Bern
3076. Dameron, H. G. 1945 Tabor City
2863. Daniel, A. G. 1939 Portsmouth, Va.
1692. Daniel, E. C. 1913 Zebulon
4025. Daniel, H. W. 1957 Columbia, S. C.
3654. Daniels, H. H. 1953 Colerain
3136. Dantzler, S. A. (S.C.)
1946 Waynesville
2830. Darden, R. J. 1938 Clinton
3274. Darling, A. J. (Idaho)
1949 Asheville
2099. Darlington, J. M. (Va.)
1922 Winston-Salem
3033. David, J. P. 1943 Wilson
3367. Davis, A. L. 1950 Statesville
3092. Davis, Benard (Mo.)
1944 Winston-Salem
2888. Davis, C. E., Jr. (S.C.)
1939 Winston-Salem
2343. Davis, D. R. 1926 Williamston
1350. Davis, I. I. 1907 Concord
2334. Davis, J. G. 1926 Spindale
1740. Davis, J. W. 1914 Edenton
1731. Davis, K. W. 1913 Winston-Salem
2855. Davis, M. L. 1939 Elm City
3352. Davis, M. W. II (S.C.)
1950 Fair Bluff
2965. Davis, McDonald, Jr. 1941 Roseboro
3533. Davis, W. E. 1952 Reidsville
3934. Dawkins, W. A., Jr. 1956 Clinton
1485. Dawson, M. P. 1909 Rocky Mount
3559. Day, H. V. 1952 Spruce Pine
2521. Day, L. G. (S.C.) 1930 Spruce Pine
2498. Dayvault, F. W. 1929 Lenoir
2281. Deal, H. M. 1925 Lenoir

3690. Dean, F. S. (S.C.) 1953 Lumberton
3897. Dean, J. A. (Ga.) 1956 Asheboro
3832. Deaton, C. E. 1955 Liberty
3119. Dees, R. R. 1946 Burgaw
3368. Dement, W. T. 1950 Oxford
2476. Dennis, C. M. (S.C.) 1928 Shelby
3790. Denson, M. D. 1955 Burlington
3176. Dente, M. A. (N.J.)
1947 Charlotte
2832. Dever, J. H. 1938 Greensboro
3877. Dever, R. J. 1955 Greensboro
3501. Dewar, R. L. 1951 La Grange
4043. Dickerson, R. M. (Ky.)
1957 Louisville, Ky.
3935. DiFazio, Constance J. (Mrs.)
1956 Chapel Hill
3845. DiFazio, C. A. 1955 Chapel Hill
2386. Dill, G. W., Jr. 1927 Morehead City
2923. Dillon, H. E. 1940 Elkin
3369. Dimmick, G.B., Jr. 1950 Derita
3143. Dingler, K. L. 1946 Statesville
1773. Dinwiddie, P. H. 1914 Marshall
3359. Dixon, W. R. (Ga.) 1950 Charlotte
2600. Dodd, C. N. (Va.) 1932 Raleigh
3560. Dollar, A. C., Jr. 1952 Winston-Salem
3655. Dollar, L. C. 1953 Apex
3676. Douglas, F. L. (col.) (La.)
1953 Winston-Salem
1218. Douglas, J. D. (col.)
1904 Henderson
3607. Dover, B. F. (Ga.)
1952 Memphis, Tenn.
3824. Dover, H. J. (Ala.) 1955 Asheville
3254. Dowdell, W. O. (Ala.)
1949 Charlotte
1911. Dowdy, D. A. 1917 High Point
3737. Dowdy, D. A., Jr. 1954 High Point
3431. Dowdy, J. H. 1951 High Point
3991. Doyle, L. B., Jr. 1957 Roanoke Rapids
3674. Driscoll, F. W. (Mrs.) (Ala.)
1953 Frisco City, Ala.
2702. Dudley, W. G., Jr. 1935 Reidsville
2817. Duffy, H. B. 1938 New Bern
2964. Duguid, Helen W. 1941 Kinston
3561. Dukes, W. S. 1952 Greensboro
3878. Dunlap, H. H., Jr. 1955 Durham
3502. Dunlap, R. H. 1951 Winston-Salem
3978. Dunn, M. O. (Va.)
1956 Bristol, Va.
1961. Durham, C. T. 1917 Chapel Hill
3738. Duvall, C. J. 1954 Brevard

E

2791. Eadie, E. B. (S.C.) 1938 Charlotte
2712. Easley, Willa V. (D.C.) (col.)
1935 Whiteville
2975. Eatman, G. A. 1941 Wilson
3114. Eberly, M. D. (Ind.)
1946 Memphis, Tenn.
3093. Edmonds, G. H. (S.C.)
1944 Greensboro
2891. Edmunds, M. M. (Mo.)
1940 Greensboro
2619. Edwards, C. R. 1932 Albemarle
3094. Edwards, G. B. (Ga.)
1944 Wake Forest
3491. Edwards, J. C. (Ala.)
1951 Wilmington
3286. Edwards, J. W. 1949 Winston-Salem
8267. Edwards, L. K., Jr.
1939 Stantonsburg
2081. Edwards, O. C. 1921 Neuse
2940. Edwards, S. McD. 1941 Ayden
1922. Edwards, S. McG. 1917 Ayden
1004. Edwards, T. N. 1901 Charlotte
3919. Eidam, B. H., Jr. 1956 (Ga.) Asheville
1351. Elliott, A. G. 1907 Fuquay Springs
3077. Elliott, A. G., Jr.
1945 Fuquay Springs
2266. Ellis, W. D. 1295 Martinsville, Va.
3221. Ellison, J. M. (Fla.)
1948 Miami, Fla.
3791. Elmore, O. A., Jr. 1955 Raleigh
2826. Elson, J. R., Jr. 1938 Enka
3936. Ennett, W. B. 1956 Ahoskie
3070. Estes, J. C., Jr. 1944 Haw River
1457. Etheridge, S. B. 1909 Washington
2008. Etheridge, T. J., Jr. 1920 Bailey
837. Eubanks, C. L. 1896 Chapel Hill
1859. Eubanks, J. N. 1916 Greensboro
3699. Evans, A. W. (col.) (La.)
1954 Ft. Bragg
3937. Evans, F. H. 1956 Greensboro
3432. Evans, Flora Nell 1951 Durham
4014. Evans, H. E. (S.C.) 1957 High Point
2686. Evans, J. E. 1934 Marion
2170. Evans, W. B. (Ga.) 1923 Greensboro

F

3358. Faircloth, V. L. (S.C.)
1950 Charlotte
3588. Fairley, Allene (Mrs.) 1952 Dunn
3562. Fairley, R. B. 1952 Dunn
2687. Farmer, W. F. 1934 Warrenton

1908. Farrell, R. D. 1917 Greensboro
2328. Farrington, J. V. 1926 Greensboro
1459. Faulconer, R. C. 1909 Burlington
2171. Feagin, E. L. (Ala.)
1923 Hendersonville
3255. Feagin, E. L., Jr. (Ala.)
1949 Hendersonville
3521. Feagin, L. E. (Iowa)
1951 Hendersonville
3127. Fearing, M. K., Jr. 1946 Manteo
3678. Feeney, B. A., Jr. (Ga.)
1953 Salisbury
3370. Ferguson, C. McD., Jr.
1950 Siler City
2194. Ferguson, H. Q. 1924 Randleman
3705. Ferguson, J. F., Jr. 1954 Durham
2467. Ferguson, J. S. 1928 Fayetteville
3706. Ferguson, L. M. 1954 Taylorsville
3769. Ferguson, L. E. (Ky.)
1954 Winston-Salem
1920. Fields, J. T., Jr. 1917 Laurinburg
3287. Finger, Z. L. 1949 Morganton
1800. Finley, G. B. 1915 Marion
1797. Fishel, A. L. 1915 Winston-Salem
3707. Fisher, C. G. 1954 Lexington
3795. Fisher, Don (Mrs.)
1955 Thomasville
1946. Fisher, Lester 1917 Statesville
3938. Fisher, L. J. 1956 Statesville
3939. Fisher, Oveda 1956 Whiteville
3462. Fisher, P. L. 1951 Elkin
1861. Fitchett, C. E. 1916 Dunn
3679. Fitzgerald, F. B., Jr. (Ala.)
1953 Hickory
3261. Fleming, O. G. 1949 Smithfield
3201. Fleming, Velma (Va.)
1947 Portland, Ohio
3621. Fletcher, J. H. 1953 Lincolnton
3452. Flinchum, A. H. (Mrs.) (S.C.)
1951 Greenwood, S. C.
3739. Floyd, C. M., Jr.
1954 Roanoke Rapids
3018. Flynn, H. L. 1943 Winston-Salem
3433. Forbus, B. M. 1951 Madison, Tenn.
2255. Fordham, C. C., Jr. 1925 Greensboro
1487. Fordham, C. McK. 1909 Greensboro
1683. Formyduval, Morrison 1912 Whiteville
2652. Forrest, B. B. 1933 Hillsboro
3333. Forrest, W. G. 1950 Gastonia
3896. Forrester, P. R. (S.C.) 1956 Albemarle
3637. Foss, E. L. (Maine) 1953 Bayside, Va.
2332. Foster, D. W. 1926 Asheville
1685. Foster, J. C. C. 1912 Tryon
3258. Fowler, Evelyn B. (Mrs.)
1949 Salisbury
3862. Fowler, J. D. (S.C.) 1955 Clarkton
3672. Fox, Carolyn T. (Mrs.)
1953 Winston-Salem
1322. Fox, C. M. 1906 Asheboro
3846. Fox, E. L. 1955 Brooklyn, N. Y.
2781. Fox, H. S. 1937 Winston-Salem
2843. Fox, J. H. 1939 Asheboro
2942. Fox, J. C., Jr. 1941 Chapel Hill
3036. Fox, Margaret (Mrs.)
1943 Chapel Hill
3150. Franklin, R. E. (Miss.)
1946 Greensboro
3879. Freeman, J. H. 1955 Fayetteville
3916. French, Donald (Ala.)
1956 Reidsville
3622. Friday, J. P. 1953 Gastonia
3644. Fritsche, T. R. (N.J.)
1953 Palmetto, Fla.
2536. Frontis, S. W. 1930 Greensboro
3792. Frostick, W. L. 1955 Maxton
3563. Fulbright, K. N.
1952 Guilford College
1434. Fullenwider, Phifer 1908 Raleigh
2979. Fuller, E. R. 1941 Salisbury
2086. Furr, F. L. 1921 Louisburg
3055. Fussell, T. E. 1944 Rose Hill
2928. Futrell, C. L. 1940 Raleigh

G

3463. Gabriel, J. C. 1951 Troutman
3611. Gaddy, C. B., Jr. (S.C.)
1952 Charlotte
3464. Gaddy, C. H. 1951 Clinton
2898. Gaddy, E. P. 1940 Greensboro
1488. Gaddy, H. M. 1909 Asheville
2943. Gaddy, Phil 1941 Marshville
3139. Gaddy, R. L., Jr. (Fla.)
1946 Tallahassee, Fla.
2770. Galloway, A. E. 1937 Charlotte
2319. Gamble, A. A. 1926 Rocky Mount
1810. Gamble, C. F. 1915 Monroe
2060. Gamble, J. P. 1921 Monroe
3870. Gamboa, I. C. (Va.) 1955 Norfolk, Va.
3416. Gammon, H. O. (Mo.) 1950 Reidsville
3414. Gardiner, P. L. (R.I.)
1950 Greensboro
3319. Gardner, J. T. 1949 Mooresville
2286. Gardner, Mattie S. (Mrs. W. K.)
1925 Charlotte
1403. Gardner, T. L. 1908 Reidsville
3334. Gardner, W. S. 1950 Burlington

1954. Garner, C. V. 1917 Kenansville
2465. Garren, F. O. 1928 Myrtle Beach, S. C.
2039. Garrett, Y. D., Jr. (col.)
1920 Durham
2093. Gary, J. R. 1922 Arlington, Va.
1877. Gaskins, W. F. 1916 New Bern
2022. Gatling, T. R. (S.C.) (col.)
1920 Reidsville
1886. Gattis, P. D. 1916 Raleigh
3740. Gaylord, J. T. 1954 Kinston
3760. Geis, V. L. (Ill.) 1954 Chicago, Ill.
3230. Gerlinger, J. J. 1948 Rocky Mount
3927. Gibson, J. H. (S.C.)
1956 Whiteville
4026. Gidney, C. I. (col.) 1957 Raleigh
3371. Gilbert, L. E., Jr. 1950 New Bern
1124. Gilbert, Loamie 1903 Benson
2784. Gilbert, L. M., Jr. 1937 Maxton
2069. Gilbert, W. B. (Ga.) 1921 Raleigh
3793. Gilliespie, C. B., Jr. 1955 Raleigh
3465. Gilliam, A. B., Jr. 1951 Reidsville
2257. Gilliam, W. A. 1925 Winston-Salem
2557. Gillikin, C. E. (S.C.) 1931 Kenly
3682. Gilmore, Lamar Miller (S.C.)
1953 Concord
3922. Gleissner, Amata (Mrs.) (S.C.)
1956 Gaffney, S. C.
2588. Glenn, E. F. 1931 Beaufort
2270. Glenn, J. S. 1925 Mount Olive
2701. Glenn, R. A. 1935 Burnsville
3868. Godfrey, J. K. (Ga.) 1955 Murphy
2624. Godwin, C. F. 1932 Pine Level
2119. Goode, B. S. 1923 Statesville
2294. Gooden, D. T. (Va.)
1926 Grottoes, Va.
1709. Goodrum, C. S. 1913 Davidson
2899. Goodwin, M. N. 1940 Morehead City
3884. Gordon, Freda H. (Mrs.) 1955
Norfolk, Va.
2629. Gordon, T. W. 1932 Thomasville
3708. Gowan, S. W. 1954 Wallace
3623. Graham, C. C. 1953 Greensboro
3693. Graham, G. R. (S.C.)
1953 Charlotte
3992. Graham, H. N. 1957 Albemarle
1916. Graham, J. C. 1917 Red Springs
3263. Graham, L. I. 1949 Wallace
3880. Graham, W. W. 1955 Peachland
3656. Grandy, J. I. 1953 Charlotte
3893. Granger, J. C. (S.C.)
1955 Greensboro
3466. Grantham, J. G. 1951 Charlotte
1565. Grantham, L. I. 1910 St. Pauls
2771. Grantham, R. B. 1937 Red Springs
3972. Gray, J. W., Jr.(Texas)
1956 Greensboro
924. Green, C. F. 1899 Wilmington
2944. Greene, H. W. 1941 Wilmington
1490. Greene, H. C. 1909 Charlotte
3534. Greene, J. P. 1952 Boone
4027. Greene, J. S. 1957 Morganton
3165. Greenspan, Joseph 1947 Charlotte
2217. Greenwood, A. M. 1924 High Point
3467. Greeson, H. C. 1951 Sanford
3096. Gregory, W. S. (S.C.) 1944 Shelby
3564. Gresham, J. W. 1952 Wilson
3895. Gretz, Margaret (Mass.)
1955 Hendersonville
2736. Greyer, Mary Alice B. (Mrs.)
1936 Bryson City
3231. Griffin, E. W., Jr.
1948 Kings Mountain
2295. Griffin, Octavus (Va.)
1926 Roanoke Rapids
3289. Griffin, S. D., Jr. 1949 Burlington
3170. Griffin, W. A. (Ala.)
1947 New Smyrna, Fla.
3565. Griffin, W. C. 1952 Raleigh
3848. Griffin, W. Crane
1955 Roanoke Rapids
2508. Griffin, W. R. 1929 Old Fort
1374. Griffith, Wiltshire
1907 Hendersonville
3741. Griffith, Wiltshire, Jr.
1954 Hendersonville
1829. Grimes, G. D. 1915 Robersonville
3542. Gross, N. R. (S.C.) 1952 Whiteville
2055. Guion, C. L. 1921 Aberdeen
1860. Guion, C. D. 1916 Cornelius
2056. Guion, H. N. 1921 Marshville
1856. Gurley, W. B. 1916 Windsor
2829. Guthrie, C. H. 1938 Beaufort

H

3794. Hackney, E. W. 1955 Raleigh
3993. Hackney, Sara (Mrs.) 1957 Raleigh
3104. Hahl, Marguerite W. (Mrs. J. W.)
1945 Raleigh
2273. Hair, R. C. 1925 Pineville
1939. Hairston, R. S. (col.)
1917 Winston-Salem
3050. Haith, J. W., Jr. (col.)
1944 Burlington
2460. Hall, I. B., Jr. (col.)
1928 Winston-Salem
2381. Hall, J. M., Jr. Wilmington

2265. Hall, J. P. 1925 Oxford
3290. Hall, R. B. 1949 Mocksville
2189. Hall, S. C. 1924 Oxford
2282. Hall, S. B. 1925 Mocksville
2844. Halsey, W. B. 1939 Sparta
2684. Ham, F. B. 1934 Orlando, Fla.
3020. Ham, R. G. 1943 Carolina Beach
2146. Ham, T. J., Jr. ,Va.)
1922 Yanceyville
3197. Hamer, M. S.
1947 Hughesville, Md.
3917. Hamilton, S. W. (Ga.)
1956 Brunswick, Ga.
1307. Hamlet, Reginald 1906 Raleigh
2147. Hamlin, J. T. (W.Va.) (col.)
1922 Raleigh
2945. Hamlin, V. C., Jr. (col.) 1941 Raleigh
3535. Hammerness, F. C. 1952 Boulder, Colo.
2792. Hammond, H. H. (S.C.)
1937 Charlotte
3232. Handy, K. E. 1948 Raleigh
3609. Hankey, L. C. (Pa.) 1952 Asheville
2850. Hardee, A. K., Jr. 1939 Charlotte
2388. Hardee, W. E. 1927 Charlotte
3129. Hardy, R. W. 1946 Concord
3899. Hargett, C. B. 1956 Washington
3709. Harmon, J. F., Jr. 1954 Lexington
3495. Harper, J. E. (S.C.)
1951 Concord
2456. Harper, W. L. 1928 Hendersonville
3731. Harrelson, W. H. (S.C.)
1954 Tabor City
4028. Harrington, G. K. 1957 Lexington
3710. Harris, G. W. 1954 Durham
3940. Harris, J. F. 1956 (col.)
Washington, D. C.
2209. Harris, J. C. 1924 Durham
3566. Harris, J. C., Jr. 1952 Durham
3263. Harris, L. C. 1949 Blowing Rock
3634. Harris, R. O. (S.C.) 1953 Charlotte
2660. Harris, T. B. (S.C.) 1933 Forest City
2616. Harris, W. B. 1932 High Point
3123. Harrison, J. W. 1946 Asheville
3567. Harrison, J. R. 1952 Troy
2321. Harrison, L. S. 1926 Greenville
3264. Harrison, R. F. 1949 Broadway
1462. Harrison, T. N., Jr. 1909 Greenville
2682. Hartis, G. C. 1934 Winston-Salem
3536. Harward, B. R. 1952 Raleigh
3657. Hatcher, J. E. 1953 Kenansville
2251. Haupt, Edward 1925 Newton
3568. Hauss, H. L. 1952 China Grove
3489. Hawkins, A. R., Jr. (N.D.)
Bottineau, N. Dak.
3335. Hawkins, C. B. 1950 Bryson City
3624. Hawkins, C. I. 1953 Madison
3291. Hawkins, H. B. 1949 Statesville
3772. Hawkins, P. E. (Ga.) 1954 Charlotte
3265. Hawkins, Reeves 1949 Tucson, Ariz.
1865. Hayes, G. E. 1916 Hickory
1722. Haymore, J. B. 1913 Grifton
3336. Heath, R. E. 1950 Rocky Mount
3941. Heath, R. V. 1956 Kinston
3617. Heaton, P. H., Jr. (S.C.)
1953 Wilmington
3078. Hege, G. D. 1945 Whiteville
3827. Hemby, S. E. (Ga.) 1955 Charlotte
3292. Hemingway, C. E. 1949 Charlotte
3664. Hemingway, Mary F. (Mrs.)
1953 Charlotte
1949. Henderlite, J. W., M.D.
1917 St. Louis, Mo.
1437. Henderson, A. J. (col.)
1908 Fayetteville
2376. Henderson, G. E. 1927 Alexandria, Va.
1718. Henderson, J. L. 1913 Salisbury
2756. Hendrick, A. B. (S.C.)
1937 Kannapolis
2877. Hendrix, J. O'N. 1939 Canton
3032. Henley, J. T. 1943 Hope Mills
2841. Henriksen, H. E. (S.C.)
1939 Wilmington
3829. Henry, W. W. (Pa.)
1955 Allentown, Pa.
2664. Hern, E. L. (col.) (S.C.)
1947 Charleston, S. C.
2929. Herndon, H. H. (Ga.)
1940 Winston-Salem
3796. Herrin, J. C. 1955 Greensboro
3797. Herring, E. N. 1955 Clinton
1944. Herring, N. B. 1917 Wilson
1375. Herring, R. R. 1907 Oxford
3058. Herring, R. McP. 1944 Clinton
3569. Herring, W. I. 1952 Clinton
2715. Hertzog, C. W. (S.C.)
1935 Richmond, Va.
3985. Hickman, J. H. (S.C.)
1957 Asheville
2643. Hickman, W. L. 1933 Wilmington
2677. Hicks, A. M. 1934 Pikeville
1493. Hicks, C. G. 1909 Wendell
3337. Hicks, Jean Snyder (Mrs.)
1950 Charlotte
1007. Hicks, J. E. F. 1901 Goldsboro
3881. Higdon, M. L. 1955 Franklin

2595. High, P. J. (S.C.) 1932 Lincolnton
2509. Hill, G. L. (col.) 1929 New Bern
3882. Hill, J. A. 1955 Charlotte
3883. Hines, R. M. 1955 Charlotte
3711. Hix, D. T. 1954 Durham
2390. Hobbs, Alden 1927 Kinston
3747. Hobbs, Martha S. (Mrs.) 1954 Kinston
2012. Hocutt, D. D. 1920 Henderson
3105. Hoffman, E. N. (S.C.) 1945 Lumberton
1752. Hoffman, J. F., Jr. 1914 High Point
3601. Hoffman, W. C. (Va.) 1952 Guilford College
2122. Hogan, A. L, 1923 Kinston
2549. Hoggard, C. R. 1930 South Arlington, Va.
3685. Holland, J. S. (S.C.) 1953 Winston-Salem
3007. Holland, L. L. 1942 Hamlet
2019. Holland, R. F. (Ga.) 1919 Charlotte
3002. Holland, T. M. 1942 Mount Holly
1240. Holland, W. F. 1905 Mount Holly
2734. Hollowell, W. C. 1936 Greenville
3043. Hollowell, W. H., Jr. 1944 Edenton
3600. Holmes, J. M., Jr. (La.) (col.) 1952 Clinton
3171. Holt, Ernest (S.C.) 1947 Forest City
2695. Holt, F. A. 1935 North Wilkesboro
3266. Holt, Maryellen (Mrs.) 1949 Burlington
3840. Holt, R. L. (Miss.) 1955 Chapel Hill
3658. Holt, W. S. 1953 Burlington
2868. Honeycutt, G. W. 1939 Rockingham
1494. Hood, H. C. 1909 Smithfield
3918. Hood, India (Tenn.) 1956 Richlands
1595. Hood, J. C. 1911 Kinston
3293. Hood, J. C., Jr. 1949 Kinston
1712. Hood, P. C. 1913 Dunn
1101. Hood, W. D. 1903 Smithfield
1782. Hooper, F. L. 1914 Sylva
2930. Hooper, J. L., Jr. (Ga.) 1941 Hiawassee, Ga.
3188. Horne, H. R. 1947 Fayetteville
3338. Horner, Lucille Earl (Mrs.) 1950 Charlotte
1844. Horseley, H. T. 1915 Shelby
2085. Horton, J. P. 1921 N. Wilkesboro
3537. Horton, J. P., Jr. 1952 Wilkesboro
3570. Horton, W. D. 1952 N. Wilkesboro
3503. Horton, W. P. 1951 Wilson
2175. Hough, J. T. (S.C.) 1923 Charlotte
1522. House, Joseph 1910 Beaufort
3267. House, Joseph, Jr. 1949 Grifton
2705. Houser, W. H. 1935 Cherryville
3849. Howard, J. F. 1955 Wilmington
3339. Howard, W. McC. 1950 Winston-Salem
3372. Howe, A. G. 1950 Richmond, Va.
3268. Howell, Viola R. (Mrs.) 1949 Dobson
3061. Howell, W. L., Jr. (Ga.) 1943 Raeford
1408. Howerton, J. L. 1908 Greensboro
3778. Howle, W. W. (S.C.) 1954 Columbia, S. C.
3373. Hoyle, E. D. 1950 Cooleemee
1813. Hoyle, M. H. 1915 Cooleemee
4010. Hubbard, Anna (Mrs.) (Ky.) 1957 Greensboro
3209. Huber, H. G. (N.J.) 1947 Charlotte
3798. Hudson, G. W. 1955 Columbia, S. C.
3468. Hudson, R. T. 1951 Charlotte
3314. Hunsucker, Evelyn Stutts (Mrs. Keith) 1949 Gibson
3799. Hunter, Helen J. 1955 W. Palm Beach, Fla.
1546. Hunter, J. B. 1910 Charlotte
3850. Hunter, J. E., Jr. 1955 Columbia, S. C.
3006. Huntley, C. O. 1942 Lenoir
3504. Huntley, R. C. 1951 Charlotte
2696. Huntley, W. A. 1935 Lexington
3983. Hursey, A. W., Jr. (S.C.) 1957 Forest City
2633. Huss, K. W. 1933 Gastonia
1542. Hutchins, J. A. 1910 Winston-Salem

I

2878. Ingle, C. E. 1939 Weaverville
2009. Ingram, L. M. 1920 High Point
2980. Inman, G. G. 1941 Rockingham
2946. Irwin, D. A. 1941 Elkin
3021. Irwin, R. L. 1943 Elkin
4029. Isaac, D. W. 1957 Marion
2446. Isler, J. H. (col.) 1928 Charlotte
1753. Isler, W. A. (col.) 1914 Kinston

J

2385. Jackson, J. C. 1927 Lumberton
2222. Jackson, Lenonidas 1924 Erwin
2559. Jackson, Osceola (Tenn.) (col.) 1930 Goldsboro
1463. James, A. A. 1909 Greensboro
3800. James, Cecil Irving 1955 Asheville

3374. James, S. A. (col.) 1950 Oteen
1545. Jarrett, L. M. 1910 Biltmore
3639. Jeffries, C. L. (Va.)
1953 Raleigh
1244. Jenkins, J. V. 1905 Asheville
3434. Jenkins, P. R. 1951 Murfreesboro
2375. Jenkins, Sam 1927 Walstonburg
2596. Jenkins, W. I. (Va.) 1931 Biscoe
3885. Jenkins, W. I., Jr. 1955 Biscoe
3635. Jennings, R. N. (Ga.)
1953 Burlington
1756. Jernigan, R. W. 1914 Chapel Hill
2947. Johnson, A. R. 1941 Winston-Salem
3375. Johnson, C. E. 1950 Greenville
2396. Johnson, G. P. 1927 Jacksonville
2223. Johnson, J. E., Jr. 1924 Lumberton
4012. Johnson, J. M. (col.) (D.C.)
1957 Raleigh
2716. Johnson, O. L. (Md.) 1935 Charlotte
3022. Johnson, R. H. 1943 Robbins
2232. Johnson, R. J. (S.C.) 1924 Asheville
3801. Johnson, S. B., Jr., 1955 Charlotte
2733. Johnson, T. B. 1936 Hickory
3034. Johnson, T. H. 1943 Raleigh
3407. Johnson, W. A. (Ala.) 1950 Mt. Airy
2200. Johnson, Wm. Lewis 1924 Raleigh
1518. Johnson, Wm. Luther
1910 Rockingham
3376. Johnson, W. P. 1950 Kinston
2006. Johnson, W. R. 1920 Raleigh
3659. Johnson, W. Roland 1953 Asheville
2632. Johnson, W. S. 1933 Rocky Mount
2739. Johnson, W. W.
1936 Fuquay Springs
1030. Johnston, A. S. 1899 Smithfield
3049. Johnston, C. A. 1944 Littleton
2151. Joiner, A. E. (Ga.) 1923 High Point
2034. Joiner, L. B. (S.C.) 1920 Salisbury
3435. Jolley, C. E. 1951 Lawndale
3962. Jones, Betty Jane (S.C.)
1956 Spartanburg, S. C.
3377. Jones, C. F., Jr. 1950 Oxford
3086. Jones, Constance D. (Mrs. O. M., Jr.)
1945 St. Petersburg, Fla.
3660. Jones, D. E. 1953 Beaufort
2233. Jones, Dolan (Ga.) 1925 Monroe
3378. Jones, F. E., Jr.
1950 Norfolk, Va.
2851. Jones, G. H. 1939 Zebulon
1174. Jones, H. E. (col.) 1904 Asheville
2152. Jones, J. L. (Ga.) 1922 Canton
3379. Jones, J. L., Jr. 1950 Canton
1693. Jones, J. H. 1913 Haw River
2757. Jones, M. L. (Tenn.) 1937 Asheville
3915. Jones, R. B. (Ga.)
1956 Ft. Myers, Fla.
3294. Jones, W. W. (col.)
1949 Norfolk, Va.
2041. Jordan, D. L. 1921 Raleigh
3295. Jordan, W. M., Jr., 1949 Marion
3296. Jordan, W. W. 1949 Raleigh
3942. Josey, C. W. 1956 Cherryville
3023. Jowdy, A. W., Jr. 1943 New Bern
3770. Joye, M. L. (S.C.) 1954 Salisbury
1766. Joyner, J. D. 1914 Gastonia
3684. Judy, E. P. (S.C.)
1953 Waynesville
3980. Julian, L. B. (Tenn.) 1956 Newland

K

2576. Kale, R. G. 1931 Durham
3900. Kauffman, W. H. 1956 Asheville
3113. Kearns, T. N. (Ga.) 1946 Asheboro
3994. Keating. T. M. 1957 Canton
2809. Kee, H. J. 1938 Norfolk, Va.
4030. Keenum, Geraldine 1957 Hazelwood
2690. Keenum, R. F. (Tenn.)
1935 Hazelwood
3192. Keetsook, I. A. (Mrs.)
1947 Durham
1892. Keever, J. W., M.D. 1916 Hickory
3995. Keever, Z. T., Jr. 1957 Lincolnton
3839. Keith, R. M. (S.C.) 1955 Gastonia
2350. Kelly, G. C. 1926 Lillington
2967. Kelly, H. L. 1941 Durham
4031. Kendrick, M. C. 1957 Greensboro
3024. Kerr, B. D. 1943 Raleigh
2848. Kessler, M. M.
1939 Baltimore, Md.
3683. Keys, C. M., M.D. (Va.)
1953 West Jefferson
1356. Kibler, R. E. 1907 Morganton
3436. Kiger, R. W. 1951 Shelby
3890. Kight, H. O. (Ga.)
1955 Tarawa Terrace
3851. Kimball, Jacquelyn (Mrs.)
1955 Louisburg
3380. Kinard, E. R., Jr. 1950 Greensboro
2999. King, A. H. 1942 Durham
2399. King, B. F. 1927 Greensboro
3712. King, D. G. 1954 Fayetteville
1496. King, J. R. 1909 Durham
3996. King, V. H., III 1957 Wilmington
3340. King, W. A. 1950 Mount Airy
2027. King, W. H. (S.C.) (col.)
1919 Greensboro

3166. Kingsbury, Mary H. (Mrs.)
1947 Union City, Tenn.
3997. Kirby, C. M., Jr. 1957 Goldsboro
3297. Kirkpatrick, T. M., Jr.
1949 Leaksville
3189. Kiser, A. G. 1947 Asheville
3298. Kiser, F. C. 1949 Asheville
3381. Kiser, J. C. 1950 Cramerton
2948. Kiser, R. A. 1941 China Grove
2758. Klein, B. F. (Pa.) 1936 Asheville
3802. Kluttz, J. A. 1955 Black Mountain
1620. Knight, C. V. 1911 Wilson
3079. Knight, E. H. 1945 Black Mountain
3852. Knight, J. O. 1955 Rocky Mount
3299. Knight, J. E. 1949 Yadkinville
3571. Knight, R. A. 1952 Carthage
2193. Knight, R. S., Jr. 1924 Columbia
3714. Knott, Carolyn (Mrs.)
1954 Louisville, Ky.
3341. Knox, R. L. 1950 Charlotte
952. Koonce, J. E. 1900 Chadbourn
3223. Koonce, S. G. 1948 Chadbourn
2580. Koonts, A. A. 1931 High Point
4032. Kopp, R. S. 1957 Brooklyn, N. Y.
3000. Kornfield, Abraham
1942 Rocky Mount
3713. Kostic, T. F. 1954 Nashville, Tenn.
3891. Kouzel, Howard
1955 (Md.) Silver Spring, Md.
2931. Kraus, Emma Mrytle (Va.)
1940 Charlotte
2586. Kritzer, E. L. 1931 Albemarle
3538. Kubiak, Dolores A. (Mrs.)
1952 Donora, Pa.

L

2178. Lamar, W. L., Jr. (Ala.)
1923 Denton
2116. Lamm, L. M. 1923 Mount Airy
3505. Lamore, W. P. 1951 Oteen
3409. Lane, R. L. (Ga.) 1950 Greensboro
3901. Langdon, F. H. 1956 Greensboro
2120. Langdon, R. E. 1923 Fayetteville
2746. Langdon, Roscoe 1936 Columbia, S. C.
3080. Langston, D. O'B. 1945 Franklinton
3572. Langston, M. B., Jr. 1952 New Bern
3300. Lanier, LeRoy 1949 Fayetteville
3902. Lanning, E. R., Jr. 1956 Asheboro
2662. Lasley, C. G. (Penn.) 1934 Draper
3749. Latta, Patsy (Mrs.) 1954 Durham
3730. Lawson, H. A. (S.D.)
1954 Weaverville
3200. Lawson, J. I., Jr. (Ga.)
1947 Fountain City, Tenn.
2049. Layton, C. C. 1921 High Point
2457. Lazarus, Joseph 1928 Sanford
1439. Lea, L. J. 1908 Laurinburg
2013. Lea, V. D. 1920 Durham
1942. Ledbetter, E. DeB. 1917 Lexington
2932. Ledford, J. E. (Ga.)
1940 McCaysville, Ga.
3973. Lee, R. E. (Ga.)
1956 Mount Dora, Fla.
2387. LeGette, J. S. 1927 Charlotte
3681. Leitch, H. K. (Mich.)
1953 Albemarle
2261. Le Mon, H. H. (col.) 1925 High Point
3382. Leonard, H. B., Jr. 1950 High Point
3762. Leonard, T. D. (S.C.)
1954 Charlotte
2481. Lever, T. H. (S.C.) 1928 Charlotte
2933. Lewis, B. B. (Ohio) 1941 Lincolnton
1671. Lewis, H. R. 1912 Asheville
3903. Lewis, R. L. 1956 Charlotte
2783. Lewis, W. C. 1937 Kannapolis
2949. Lewis, W. K. 1941 Mount Olive
2749. Libbus, T. A. 1936 New Bern
3661. Liles, R. H. 1953 Washington D. C.
3220. Lindenschmidt, V. J. (Ind.)
1948 Wilmington
3912. Lindsay, Bobby Clay (Tenn.)
1956 Salisbury
2821. Link, F. P. 1938 Reidsville
2788. Linn, T. L. 1938 Landis
1467. Lisk, D. C. 1909 Charlotte
3213. Little, G. L. 1948
New Kensington, Pa.
2901. Lloyd, A. A. 1940 Hillsboro
2011. Lloyd, T. P, 1920 Louisburg
3803. Lloyd, W. L. 1955 Garner
3146. Lockhart, B. O. 1946 Largo, Fla.
3383. Lockwood, Mary Elizabeth
1950 Brunswick, Ga.
1468. Loftin, J. U. 1909 Albemarle
3328. Loftin, T. G. (Miss.) 1949 Albemarle
3764. Logan, H. M. (Ind.)
1954 Bellaire, Texas
3384. London, L. W., Jr. 1950 Mooresville
3998. Lore, Sara 1957 Kernersville
2927. Lorek, L. A. 1940 Radford, Va.
3573. Loritts, T. D. (col.)
1952 Cleveland, Ohio
3323. Lott, A. B. (S.C.) 1949 Clyde
3804. Lovelace, W. M., Jr.
1955 Boiling Springs

2706. Lovett, H. E. 1935 Liberty
3301. Lovette, J. F. 1949 Liberty
3999. Lowder, J. F. 1957 Winston-Salem
3385. Lowder, J. H. 1950 Marion
3779. Lowder, T. M., Jr. (S.C.) 1954 Greensboro
3212. Lowe, Bonnie H. (Mrs.) 1948 Archdale
3302. Lowe, J. D. 1949 Archdale
1976. Lowery, W. A. 1919 Pembroke
3825. Lowry, F. W. (S.C.) 1955 Statesville
1670. Lunn, F. H. 1912 Winston-Salem
1357. Lutz, H. C. 1907 Hickory
2852. Lynch, Ernestine, B .(Mrs. H. W.) 1939 Dunn
3437. Lynch, H. W. 1951 Dunn
2872. Lynch, W. F. 1939 Durham
2510. Lyon, J. F. 1929 Arlington, Va.
1666. Lyon, O. H. 1912 N. Wilkesboro
1379. Lyon, R. P. 1907 Wadesboro
2180. Lyon, W. B. (Va.) 1923 Greensboro

Mc

2997. McAdams, J. W. 1942 Burlington
2694. McAllister, H. C. 1935 Chapel Hill
3574. McAllister, L. B. 1952 Graham
2023. McBride, T. L. (Penn.) 1919 Marshville
2787. McBryde, R. V. 1937 Fayetteville
2741. McCarn, M. R. M. (Mrs.) 1936 Mount Pleasant
3420. McClincy, Stanley (Penn.) 1950 Halifax, Pa.
2704. McCollum, N. H., Jr. 1935 Leaksville
2628. McCombs, L. M. 1932 Creedmoor
3469. McCormac, D. A. 1951 Burlington
3325. McCoy, J. K. (W.Va.) 1949 Durham
2996. McCrimmon, D. G. 1942 Pittsboro
2277. McCrummen, D. C. 1925 Aberdeen
2540. McDaniel, P. L. 1930 Wilmington
1569. McDonald, A. H. 1910 Durham
3269. McDonald, J. C. 1949 Durham
4033. McDonald, Joanne (Mrs.) 1957 Charlotte
4000. McDonald, W. R., III 1957 Charlotte
2053. McDowell, N. O. 1921 Scotland Neck
3052. McDowell, N. O., Jr. 1944 Scotland Neck
1742. McDuffie, R. A. 1914 Greensboro
2902. McFalls, C. D. 1940 Madison
2859. McFalls, O. W. 1939 Greensboro
2903. McFalls, S. W. 1940 Greensboro
3422. McFarland, T. W. (S.C.) 1951 Derita
2960. McGee, J. C. 1941 Asheville
3470. McGee, J. C., Jr. 1951 Asheville
2995. McGowan, D. F. 1942 Chapel Hill
3904. McGugan, V. G. 1956 Mocksville
3386. McGuire, J. M. 1950 Portland, Ore.
805. McKay, D. McN. 1895 Durham
1767. McKay, J. W. 1914 Asheville
1914. McKeel, C. B., Jr. 1917 Charlotte
3506. McKeithan, Herbert, Jr. 1951 Laurinburg
3279. McKenzie, C. B. (S.C.) 1949 Winston-Salem
3645. McKenzie, P. H. (S.C.) 1953 Jacksonville
3351. McKittrick, R. L. (S.C.) 1950 Waynesville
2993. McKnight, L. E., Jr. 1942 Coats
3106. McLean, A. L., Jr. 1945 Angier
2767. McLean, G. W. 1937 Clinton
1472. McLelland, J. H. 1909 Mooresville
1825. McMillan, B. F., Jr. 1915 Lumberton
3438. McNair, W. O. (col.) 1951 Greensboro
2550. McNeill, A. D. 1930 Norwood
2904. McNeill, J. A. 1940 Whiteville
2679. McNeill, L. J. 1934 Norwood
3943. McQueen, Nancy W. (Mrs.) 1956 Clearwater, Fla.

M

1902. Mabry, C. S. 1917 Hamlet
1050. MacKesson, L. W. 1902 Statesville
3126. Mackie, Frances C. (Mrs.) 1946 Winston-Salem
1833. Macon, A. B. 1915 Mount Airy
3214. Malion, H. E. 1948 Fairmont
4034. Mancini, L. H. 1957 Fayetteville
2609. Maness, R. C. 1932 Greensboro
3775. Manfred, F. A. (Pa.) 1954 McDowell, Ky.
2469. Markham, G. W. 1928 Fayetteville
3859. Marple, K. E. (Ky.) 1955 Durham
1330. Marsh, N. F. 1906 Asheboro
1994. Martin, A. N. 1920 Roanoke Rapids
1626. Martin, B. M. 1912 Baltimore, Md.
3905. Martin, J. W. 1956 Macclesfield
3387. Martin, R. M. 1950 Ahoskie
1849. Martin, S. L., Jr. 1915 Leaksville
1687. Mathes, T. J. 1912 Durham
3234. Mathews, G. W., Jr. 1948 Asheville
2780. Matthews, J. I. 1937 Raleigh

3823. Matthews, O. A. (S.C.)
1955 Fayetteville
2729. Matthews, W. F., Jr. 1936 Raleigh
3575. Mauney, H. McC. 1952 Hayesville
2268. Mauney, W. McC 1925 Murphy
3763. Maxwell, W. L. (Ga.)
1954 South Boston, Va.
1639. May, T. H. 1912 Wake Forest
3191. Mayberry, H. C. 1947 Winston-Salem
2971. Mayrand, L. P. 1941 Greensboro
3697. Mazzolini, E. J. (Vt.)
1953 Yadkinville
3327. Means, M. R. (S.C.) 1949 Hickory
3944. Mebane, A. H., III 1956 Greensboro
2016. Mebane, W. M. 1920 Fayetteville
3424. Medlin, W. E. (S.C.) 1951 Gastonia
2213. Melvin, M. B. 1924 Raleigh
3945. Meroney, C. P. 1956 Sylva
3321. Merrill, G. B., Jr. (Fla.)
1949 Lakeland, Fla.
3662. Merritt, M. E. 1953 Wilmington
3742. Meschke, Barbara (Mrs.)
1954 Wilmington, Del.
3626. Meschke, R. W. 1953 Wilmington, Del.
3411. Metts, H. M. (S.C.) 1950 Charlotte
1963. Miles, M. C. 1917 Henderson
2970. Millaway, E. D. 1941 Burlington
2304. Miller, A. J. (Mich.)
1925 Hendersonville
3780. Miller, C. H. (Ohio)
1954 Fontana Village
1862. Miller, C. M. 1916 Wallace
4035. Miller, D. J. 1957 Raleigh
2919. Miller, P. W. 1940 Spencer
2717. Miller, R. E. (S.C.)
1935 Elizabeth City
3663. Miller, W. J. 1953 Valdese
1883. Millican, A. G. 1916 Wilmington
3805. Milliones, P. T. 1955 Charlotte
3981. Mills, F. W. (W.Va.) 1956 Greensboro
2062. Mills, J. C. 1921 Cliffside
3853. Mills, J. E. 1955 Cliffside
1815. Mills, J. A. 1915 Tabor City
3507. Mills, O. W. 1951 Leaksville
2121. Milton, R. H. 1923 Salisbury
3576. Minnick, W. K. 1952 Bristol, Va.
2922. Minton, S. S., Jr. 1940 Candler
2693. Mitchell, C. E. (S.C.) 1934 Highlands
1707. Mitchell, H. G. 1913 Burlington
2738. Mitchell, J. D. 1936 Kannapolis
3388. Mitchell, T. W. 1950 Cary
3235. Mitchener, J. W. 1948 Concord
2775. Mitchener, J. A., Jr. 1937 Edenton
2748. Mitchener, Nancy P. (Mrs. J. A., Jr.)
1936 Edenton
3715. Mobley, B. K. 1954 Burlington
2897. Mock, C. H. (Tenn.) 1939 Boone
3696. Moir, A. L. (S.C.) 1953 Burlington
3081. Montesanti, Joseph, Jr.
1945 Southern Pines
2425. Mooneyham, O. J. (Ga.)
1928 Forest City
2426. Moore, A. L. (Ga.) 1927 Salisbury
2004. Moore, A. R. 1920 Morehead City
2994. Moore, B. McI. 1942 Eastport, N. Y.
3716. Moore, J. T. 1954 Elizabeth City
1588. Moore, J. P. 1911 Wilmington
3687. Moore, J. W. (Ga.) 1953 Asheville
3508. Moore, K. E. 1951 Kinston
3419. Moore, L. V. (Penn.)
1950 Oteen
2327. Moore, M. A. 1926 Tarboro
3471. Moore, M. A., Jr. 1951 Tarboro
2339. Moore, T. J. 1926 Wilson
3866. Moore, W. D. (Va.) 1955 Tarboro
3509. Moorefield, G. McD. 1951 Wadesboro
1747. Moose, G. K. 1914 Boone
2372. Moose, H. A. 1927 Mount Pleasant
2365. Moose, W. L. (Md.) 1926 Greensboro
3349. Moran, Ruth Estes (Mrs. J. H.)
(Ala.) 1950 Pensacola, Fla.
3270. Morgan, G. D. 1949 Zebulon
1966. Morgan, J. T. 1918 Benson
2819. Morris, A. F. 1938 Randleman
3439. Morris, E. M. 1951 Brevard
3493. Morris, H. V. (Ga.) 1951 Waynesville
4002. Morris, S. C. 1957 Newton Grove
3946. Morrison, B. P. 1956 Wilson
3771. Morse, L. D., Jr. (Ga.) 1954 Raleigh
3053. Morton, W. A. 1945 Wilmington
3389. Moseley, Marina P. C. 1950 Warrenton
3472. Moskowitz, Eugene 1951
Flushing, N. Y.
2648. Moss, F. M. 1933 Gastonia
3774. Mosteller, C. W. (S.C.)
1954 Charlotte
3525. Mosteller, W. H. (S.C.)
1951 Albemarle
4001. Mueller, E. R. 1957 High Point
3577. Mullen, J. L. 1952 Asheville
1733. Munday, C. C. 1913 Taylorsville
3743. Muratori, A. J. 1954 Charlotte
1657. Murchison, E. E. 1912 Rocky Mount
1727. Murphrey, L. W. 1913 Rocky Mount
1606. Murphy, J. C. 1911 Charlotte
2548. Murr, G. F. 1930 Thomasville

3744. Murray, B. R. 1954 Raleigh
2730. Murrell, H. T. 1936 Albemarle
3236. Myers, L. M. 1948 Wiinston-Salem

N

2096. Nance, J. S. 1922 Charlotte
4036. Nance, J. S., Jr. 1957 Charlotte
2672. Neal, C. L. 1934 Suffolk, Va.
3207. Neal, J. C. (Ga.) 1947 Rome, Ga.
4037. Neal, Margaret 1957 Richmond, Va.
3886. Needham, B. W. 1955 Mt. Airy
3923. Neeland, E. C., M.D. (Ala.) 1956 Wilson
3144. Neely, C. M. (col.) 1946 Winston-Salem
2785. Neil, J. W. 1937 Huntersville
2497. Nelson, J. B. 1929 Leaksville
3854. Nelson, Joyce 1955 Chapel Hill
2325. Nelson, S. G. 1926 Aulander
1913. Nelson, W. G. 1917 Atlanta, Ga.
3869. Nemargut, Joseph (Mich.) 1955 Wilmington
2380. Neville, Augustus, Jr. 1927 Spring Hope
3828. Nichols, Lois W. (S.C.) 1955 Charlotte
2614. Nicholson, E. N. 1932 Murfreesboro
1516. Nicholson, M. A. 1910 Troy
3833. Nixon, N. F., Jr. (S.C.) 1955 Cherry Grove, S. C.
2795. Noell, R. J. (Ga.) 1937 Asheville
2181. Norman, J. P. (Va.) 1924 Greensboro
3947. Norris, Barbara A. (Mrs.) 1956 Charlotte
3948. Norris, C. A. 1956 Charlotte
3342. Northcott, Jean L. (Mrs. W. W.) 1950 Winston-Salem
3473. Northcott, W. W. 1950 Winston-Salem
993. Nottingham, G. S. 1901 Norfolk, Va.

O

2950. Oakley, C. S. 1941 Mebane
2466. Oakley, C. H. 1928 Roxboro
2802. Oates, C. C., Jr. 1938 Hendersonville
2879. O'Daniel, J. S. 1939 Hickory
3925. O'Dell, B. B. (Ga.) 1956 Lenoir
3597. Odom, L. A. (S.C.) 1952 Wilmington
2665. Oliver, E. W. (Ala.) 1933 Greensboro
3012. Oliver, G. G. (S.C.) 1943 Whiteville
2315. O'Neal W. P. 1926 Belhaven
1381. Overman, H. S. 1907 Elizabeth City
3343. Overton, D. S. 1950 Sanford
3154. Owen, F. R. (Ga.) 1935 Tryon
3766. Owenby, Paul, Jr. (Ga.) 1954 Hendersonville
3040. Owens, T. Q. 1943 Whiteville
3913. Oxendine, J. E. (S.C.) 1956 Charlotte

P

3303. Pace, T. A. 149 Brevard
3806. Paderick, H. C. 1955 Kinston
3510. Padgett, H. F. 1951 Durham
2803. Page, C. E., Jr. 1938 Henderson
3636. Page, G. A. (Ala.) 1953 Hickory
2220. Palmer, A. W. 1924 Sanford
3612. Paoloni, C. U. (N.J.) 1952 Greensboro
3390. Pappas, S. A. 1950 Gastonia
3807. Pappas, Thalia 1955 Charlotte
3391. Paramore, R. A. 1950 Nashville
3120. Parker, J. G. (col.) 1946 Durham
3215. Parker, L. J. 1948 Memphis, Tenn.
2474. Parker, N. M. (col.) 1929 Fayetteville
1333. Parker, R. S. 1906 Murphy
2123. Parker, W. W., Jr. 1923 Henderson
2827. Parks, W. A. 1938 Salisbury
3440. Parrish, A. S. 1951 Newton Grove
2569. Parrish, L. F. 1931 Rocky Mount
3101. Parsons, R. H 1945 Middleburg, N. Y.
3451. Patterson, J. L. (S.C.) 1951 Salisbury
3808. Patton, J. B., Jr. 1955 Canton
3745. Patton, W. H. 1954 Hickory
3167. Paull, Shirley (Mrs.) 1947 Montreal, Canada
3356. Payne, Jean W. (Mrs.) (Va.) 1950 Greensboro
1500. Peacock, M. A. 1909 Benson
3474. Pearson, Sarah P. (Mrs. J. K.) 1951 Apex
3131. Pecora, Ruth P. (Mrs. John) 1946 Buies Creek
2089. Pegram, Addie B. (Mrs. C. W.) 1922 Apex
3809. Penland, J. T. 1955 Lenoir
3490. Penn, W. C. (La.) (col.) 1951 Winston-Salem
4003. Perkins, L. P., Jr. 1957 South Boston, Va.
3665. Perrow, W. S. 1953 Bedford, Va.
1668. Perry, D. L. (col.) 1912 Fayetteville
3532. Perry, M. B. (Mrs.) 1952 Apex

3392. Perry, V. H. 1950 Franklin
2568. Perry, W. R. (col.) 1931 Burlington
1995. Petrea, F. S. 1920 Greensboro
2675. Phillips, J. E. 1934 Raleigh
2014. Phillips, M. B. 1920 Albemarle
2833. Phillips, O. J.
1938 Buenos Aires, Argentina
2329. Phillips, W. P. 1926 Morganton
3029. Pickard, J. F. 1943 Greensboro
2951. Pickard, J. M. 1941 Durham
1998. Pierce, J. S. 1920 Rocky Mount
2349. Pigott, D. S. 1926 Morehead City
2905. Pike, J. M. 1940 Concord
2861. Pike, J. W., Jr. 1939 Concord
2880. Pilkington, E. L. 1939 Goldsboro
1180. Pinnix, J. M. 1904 Kernersville
2533. Pinnix, J. L. 1930 Kernersville
1382. Pinnix, W. M. 1907 New Bern
3725. Pistole, C. E. (Tenn.)
1954 Nashville, Tenn.
3810. Pittman, B. E. 1955 Clayton
3304. Pittman, G. R. 1949 Burlington
3223. Pittman, J. H. (Tex.)
1948 Fayetteville
3305. Plemmons, Charlotte B. (Mrs.)
1949 Asheville
2906. Plemmons, D. A. 1940 Asheville
4004. Polk, J. W. 1957 Marshville
3911. Ponder, R. F. (S.C.)
1956 Mt. Holly
2204. Poole, L. B. 1924 Thomasville
1821. Porter, C. D. 1915 Concord
1660. Porter, Ernest 1912 Concord
3906. Porter, Ernest, Jr. 1956 Concord
3098. Porter, J. B. (Kansas)
1945 West Jefferson
3237. Powell, E. S. 1948 Oxford
1958. Powell, F. L. 1917 Philadelphia, Pa.
3974. Powell, G. H. (S.C.)
1956 Charleston, S. C.
1802. Powell, J. C. 1915 Sarasota, Fla.
3811. Powell, W. P. 1955 Mars Hill
3177. Prather, N. L. (Ga.)
1947 Blue Ridge, Ga.
2881. Pressly, C. P. 1939 Charlotte
3746. Price, Billy L. 1954 Conover
3841. Price, H. C. (S.C.) 1955 Creedmoor
2804. Price, H. G. 1938 Raleigh
2007. Price, S. H. 1920 Mooresville
3578. Price, S. H., Jr. 1952 Mooresville
2910. Proctor, W. V. 1940 Charlotte
3238. Propst, G. B. 1948 Morganton
2801. Provo, Jean Bush (Mrs.)
1938 Raleigh
3863. Pruett, I. J. (Ind.) 1955 Angier
3777. Pryce, R. V. (Pa.)
1954 Warren, Ohio
2697. Puckett, U. S. 1935 Stovall
3307. Puckett, W. M. 1949 Robbins
2111. Pugh, E. S. 1922 Windsor
3393. Pulliam, H. F. 1950 Winston-Salem
2732. Purcell, D. C. 1936 Salisbury
2915. Purcell, S. M., Jr. 1940 Salisbury

Q

3627. Quick, J. D., Jr. (col.)
1953 Winston-Salem
3861. Quinn, A. O. (Tenn.)
1955 Madison, Tenn.

R

3394. Rabil, E. J. 1950 Winston-Salem
3873. Rabinowitz, Norman (Va.)
1955 Greensboro
3193. Rachide, A. P. 1947 Jacksonville
3874. Ramos, J. D. (D.C.)
1955 South Dartmouth, Mass.
3395. Rancke, J. M. 1950 Lumberton
2907. Rand, T. R., Jr. 1940 Raleigh
3579. Randall, W. H., Jr. 1952 Lillington
4011. Rankin, R. A. (Miss.) 1957 Sylva
2873. Rankin, W. B. 1939 Washington, D. C.
3216. Ranzenhofer, J. A. 1948 Greensboro
3831. Raper, D. J. 1955 Rocky Mount
2589. Ratley, W. A. 1931 Goldsboro
1884. Ray, E. L. 1916 Asheboro
2611. Ray, Frederick, Jr. 1932 Sanford
2269. Rayburn, H. L. 1925 Charlotte
2607. Reamer, I. T. (Md.) 1931 Durham
3580. Reaves, C. A. 1952 Asheboro
2724. Reaves, H. C. 1936 Asheboro
2535. Reaves, L. E., Jr. 1930 Fayetteville
3892. Redman, E. B. (S.C.) 1955 Mt. Holly
3581. Reese, J. N. 1952 Kannapolis
2615. Register, M. O. 1932 Clinton
1870. Reid, S. H. 1916 Washington
3239. Rhem, J. F. 1948 Burgaw
3949. Rhoades, J. D. 1956 Robbins
2612. Rhodes, C. R. 1932 Charlotte
2110. Rhyne, C. L. (Ga.) 1922 Charlotte
1503. Rhyne, W. F. 1909 Gastonia
3413. Rice, C. F. (col.) (D.C.)
1950 Charlotte
3530. Rice, H. C. (N.D.) 1952 Charlotte
2262. Rice, L. D. 1925 Maxton

3308. Rich, H. C. 1949 Garland
1972. Richardson, J. D. (col.)
1918 Charlotte
1389. Richardson, L. W. 1907 Goldsboro
2546. Richardson, O. K. 1930 Boone
3704. Richardson, V. H. (S.C.)
1954 Summerfield
2584. Richardson, W. R. 1931 Boone
3680. Ricketts, Vera (Ind.) (col.)
1953 Durham
1680. Ridenhour, D. G. 1912 Mt. Gilead
3102. Riegel, M. S. 1945 Owego, N. Y.
3103. Riggsbee, E. Lloyd 1945 Chapel Hill
3628. Riggsbee, V. L., Jr. 1953 Charlotte
3396. Rigsbee, Elmer Lawson 1950
San Antonio, Tex.
2882. Rigsbee, Elmer Linieth 1939 Durham
3350. Rimerman, H. B. (Pa.)
1950 Cape May, N. J.
2916. Rimmer, Helen Bell (Mrs. E. F.)
1940 Sanford
1301. Ring, C. A. 1905 High Point
2468. Ring, C. A., Jr. 1928 High Point
1182. Ring, L. B. 1904 Tarpon Springs, Fla.
1827. Rives, H. L. 1915 Bethel
2511. Roberson, Culas 1929 Spray
3475. Roberts, D. A. 1951 Fayetteville
1969. Roberts, Herschel 1918 Weaverville
1517. Robertson, E. G. 1910 Va. Beach, Va.
3539. Robertson, W. N., Jr.
1952 Laurinburg
2674. Robinson, Carlton
1934 Morehead City
2740. Robinson, D. P. 1936 Oxford
3971. Robinson, D. B. (Ga.) 1956 Belmont
3137. Robinson, Harriet A. (S.C.)
1946 Lumberton
3950. Robinson, J. C., Jr.
1956 Roanoke Rapids
1364. Robinson, J. L. 1907 Belmont
2816. Robinson, T. R., Jr. 1938 Goldsboro
3582. Rodgers, O. J. 1952 Salisbury
3667. Rogers, H. N., Jr. 1953 Lumberton
3309. Rogers, R. P., Jr. 1949 Durham
1644. Rogers, R. P., Sr. 1912 Durham
2527. Rogers, W. LeR. (S.C.)
1929 Pembroke
3202. Rogers, W. P. (Tenn.)
1947 Asheville
2720. Rollins, E. W. (S.C.)
1935 Winston-Salem
4005. Rollins, S. W. 1957 Winston-Salem
3344. Roper, H. E.
1950 Sweetwater, Tenn.
3310. Rose, W. C. 1949 Goldsboro
3311. Rose, W. P. 1949 Greensboro
3345. Ross, R. McG. 1950 Bessemer City
3059. Rosser, J. H. 1944 Charlotte
3965. Roughton, R. H. (Ga.)
1956 Charlotte
2700. Rouse, L. L. 1935 Fayetteville
2952. Royall, G. E., Jr. 1941 Elkin
2263. Roycroft, W. R. 1925 Shallotte
3855. Rubin, S. P. 1955 Asheville
1419. Rudisill, J. S. 1908 Forest City
3583. Russell, G. C. 1952 Greensboro
2874. Russell, J. M., Jr. 1939 Asheville
3240. Russell, J. T. 1948 Andrews
2983. Russell, P. B. (Neb.)
1941 Monett, Missouri
3527. Russell, R. A. (Ga.)
1951 Winston-Salem
2924. Russell, T. W. 1940 Greensboro

S

3064. Salley, B. M., Jr. (S.C.)
1944 Charlotte
1554. Salley, W. M. 1910 Asheville
3397. Salley, W. M., Jr. 1950 Asheville
3812. Salter, R. L., Jr. 1955 Burlington
3511. Sampson, R. R. (col.) 1951 Clinton
1658. Sanders, A. J. 1912 Gastonia
3241. Sanders, C. H. 1948 Granite Quarry
3227. Sanders, Patsy B. (Mrs. Charl H.)
1948 Granite Quarry
1852. Sanford, R. D. 1916 Lumberton
1421. Sappenfield, W. A. 1908 Statesville
3398. Sauls, Doris H. (Mrs.)
1950 Wilmington
3476. Sauls, H. B. 1951 Wilmington
2917. Savage, M. C. 1940 Roanoke Rapids
2308. Sawyer, R. B. (Colorado)
1925 Burgaw
2528. Saxon, H. A. (Ga.)
1930 Manila, P. I.
3887. Scarboro, W. L. 1955 Raleigh
3951. Schaefer, B. D. 1956 Asheville
3399. Scharff, R. E. 1950 Clemmons
4006. Schlagel, A. P., Jr. 1957 Durham
2991. Scoggin, H. P. 1942 Louisburg
1256. Scoggin, L. E. 1905 Louisburg
2572. Scoggin, L. E., Jr. 1931 Louisburg
3757. Scudder, B. H. (Tenn.)
1954 Jacksonville
3952. Seabock R. L. 1956 Durham

3242. Seaborn, R. H. 1948 Greenville
3312. Secrest, V. V., Jr. 1949 Monroe
682. Sedberry, H. S. 1892 Rocky Mount
3860. Segars, J. H. (S.C.) 1955 Hickory
3686. Seibert JoAnne (Ga.)
1953 Mount Airy
2379. Selden, J. S. 1927 Weldon
2908. Senter, L. M. 1940 Carrboro
2889. Senter, P. L. 1921 Carrboro
3813. Setzer, E. S., Jr. 1955 Greensboro
3132. Sewell, Evelyn S. (Mrs. J. B., Jr.)
1946 Morehead City
2313. Sewell, G. L. 1926 Kinston
3872. Sharp, H. D. (S.C.) 1955 Kannapolis
1929. Shaw, R. S. 1917 Scotland Neck
3814. Shaw, W. B. 1955 Mt. Olive
2953. Sheffield, R. C., Jr. 1941 Warsaw
3184. Sheffield, W. J. 1947 Austin, Texas
843. Shell, J. E. 1896 Lenoir
3967. Shelton, W. D. (Ky.)
1956 Winston-Salem
3540. Shepherd, D. M. 1952 West Jefferson
3758. Shepherd, R. C., Jr. 1954 Lexington
3478. Sherard, G. S. 1951 Burlington
2075. Sherard, J. F. (S.C.)
1920 Burlington
3953. Sherrill, F. L., Jr. 1956 Hickory
2721. Sherrod, W. I. (Tenn.)
1936 Dandridge, Tenn.
3400. Sherwood, N. W. 1950 Lenoir
1988. Shieder, G. A. (Ga.) 1918 Asheville
3030. Shields, C. L. 1943 Jacksonville
2666. Shigley, H. H. (Ohio) 1934 Asheville
1973. Shook, Eulon 1918 Hickory
3196. Shook, Eulon, Jr. 1947 Hickory
3401. Shore, V. A., Jr. 1950 Durham
3907. Shouse, W. D. 1956 Winston-Salem
3954. Shuford, G. W. 1956 Forest City
3616. Shultman, S. L., Jr. (S.C.)
1953 Asheville
3955. Sigmon, R. G., Jr. 1956 Conover
3759. Simmons, F. C., Jr. (S.C.)
1954 Charlotte
2989. Simmons, F. J. 1942 Granite Falls
2585. Simmons, H. R. 1931 Jacksonville
3313. Simmons, Peggy C. (Mrs.)
1949 Lincolnton
3168. Simmons, W. A. 1947 Winston-Salem
2856. Simmons, W. C. 1939 Winston-Salem
1730. Simpson, J. F. 1913 Charlotte
3717. Simpson, N. J. 1954 Spindale
3199. Sinclair, F. A. 1947 Albemarle
1772. Singletary, F. B. 1914 Greensboro
2221. Sisk, C. J. 1924 Asheville
2742. Sisk, R. C. 1936 Asheville
3888. Sisk, W. T. 1955 Asheville
3976. Sistrunk, L. F., Jr. (S.C.)
1956 Charlotte
2391. Sitison, J. A. 1927 Mt. Airy
3718. Skakle, Sybil (Mrs.) 1954 Hatteras
2935. Skinner, F. LaF. (Va.) 1941 Spencer
4017. Slaughter, T. G. (S.C.) 1957 Charlotte
3153. Slayton, Mary T.
1946 Washington, D. C.
3111. Slesinger, Stanley (D.C.)
1945 Charlotte
2435. Sloan, R. R. (Va.)
1927 Rutherfordton
2875. Sloan, W. L. 1939 Chapel Hill
2378. Sloop, M. B. 1927 Winston-Salem
3956. Sloop, R. H. 1956 Winston-Salem
1878. Small, Bessie B. (Mrs.) (col.)
1923 Denton, Md.
2195. Smith, D. A. 1924 Winston-Salem
3727. Smith, E. A., Jr. (S.C.)
1954 Shallotte
3728. Smith, E. D. (Tenn.)
1954 Johnson City, Tenn.
2972. Smith, E. H., Jr. 1941 Tarboro
3615. Smith, G. C. (Ga.) 1953 Concord
3970. Smith, G. L. (S.C.) 1956 Charlotte
3148. Smith, G. W. (Neb.) 1946 Chapel Hill
2810. Smith, H. E. 1938 Thomasville
3320. Smith, J. G. (Ga.) 1949 Stokesdale
2183. Smith, J. P. F. (S.C.) 1923 Gibson
1634. Smith, Leon 1912 Kannapolis
2926. Smith, L. W. 1940 Kannapolis
3449. Smith, N. A. (col.) (S.C.)
1951 Gastonia
2768. Smith, O. W. 1937 Pilot Mt.
3668. Smith, R. W., Jr. 1953 Kinston
3856. Smith, R. H. L. 1955 Greensboro
3669. Smith, Robert G. 1953 Mocksville
3632. Smith, Roger A. (Va.) 1953 Raleigh
2403. Smith, T. E. 1927 Goldsboro
1259. Smith, T. L. 1905 Plymouth
2488. Smith, V. F. (Mo.)
1928 Pleasant Garden
3700. Smith, V. L. (Vt.)
1954 Bradenton, Fla.
2776. Smith, W. J. 1937 Chapel Hill
1678. Smith, W. O. 1912 Alexandria, Va.
3195. Snyder, S. E. 1947 Enka
2184. Snypes, C. L. (Ga.) 1923 Siler City
3914. Solomon, Melvin (S.C.) 1956 Charlotte
3272. Southern, J. C. 1949 High Point

3596. Sowell, L. A. (Ga.) 1952 Greenville
2603. Sparkman, D. D., Jr. (Va.) 1931 St. Pauls
3670. Sparks, Betty 1953 Charlotte
2336. Sparks, J. E. 1926 Elizabeth City
2961. Sparks, L. R., Jr. 1941 Durham
3479. Speight, E. C. 1951 Rocky Mount
3719. Speight, J. A. 1954 Rocky Mount
2641. Spencer, B. W., Jr. (S.C.) 1932 Durham
2346. Spoon, J. M. 1926 Belmont
2451. Spoon, K. B. 1928 Charlotte
3426. Sprinkle, J. B. (Ga.) 1951 King
2437. Stacy, L. B. (Ga.) 1928 Gastonia
3591. Stahl, G. M. (Va.) 1952 Durham
3138. Stalcup, H. R. (Ind.) 1946 Goldsboro
3957. Stalvey, J. C. 1956 Knightdale
3926. Stamey, D. D. (Ga.) 1956 Waynesville
2505. Stamps, J. N. 1929 High Point
1260. Stanback, T. M. 1905 Salisbury
3418. Stang, David (Va.) 1950 Greensboro
3442. Stang, W. S. 1951 Greensboro
2678. Stanley, V. E. 1934 Charlotte
3748. Stanton, W. H. 1954 New Bern
3865. Steele, G. H., Jr. (Ohio) 1955 Greensboro
2565. Stein, Meyer (Penn.) 1930 Philadelphia, Pa.
3121. Stephens, Frank 1946 Triangle, Va.
1818. Stephens, J. L., M.D. (col.) 1915 Cleveland, Ohio
2921. Stevens, M. W. 1940 Broadway
1919. Stevenson, J. T. 1917 Elizabeth City
3826. Stewart, J. R. (Tenn.) 1955 Knoxville, Tenn.
3180. Stewart, J. S. 1947 Fremont
1153. Stewart, W. M. 1903 Charlotte
3480. Stich, W. C. 1951 Clearwater, Fla.
1557. Stimson, J. H. 1910 Statesville
4007. Stine, C. R. 1957 Charlotte
2506. Stone, B. F. 1929 Elizabethtown
2762. Stone, B. M. (Fla.) 1936 St. Petersburg, Fla.
2626. Stone, E. V. 1932 Charlotte
3889. Stone, H. C., Jr. 1955 Salisbury
3815. Stone, J. D. 1955 Pilot Mountain
3816. Stone, R. B. 1955 King
2094. Stone, W. L. 1922 Franklinton
3443. Stonestreet, D. H. 1951 Winston-Salem
1936. Stowe, C. D. 1917 Portsmouth, Va.
1558. Stowe, H. R. 1910 Charlotte
2613. Strickland, C. B. 1932 Fayetteville
3071. Stringfield, B. J. (Mrs.) 1944 N. Wilkesboro
2496. Stroud, Dortch 1929 Kinston
3694. Stroupe, L. S. (Dist. of Col.) 1953 Kings Mountain
3245. Strout, V. L. (Mass.) 1948 Ellerbe
2453. Sullivan, L. S. 1928 Durham
1926. Summey, P. B. 1917 Mt. Holly
3584. Summey, W. L. 1952 Dallas
2869. Suominen, Maggie More (Mrs. W. N.) 1939 Lincoln University, Pa.
3688. Superstine, Edward (Mich.) 1953 Durham
3720. Susman, Beatrice (Mrs.) 1954 N. Miami Beach, Fla.
3046. Sutphin, E. C. 1944 Galax, Va.
2698. Suttlemyre, C. P. 1935 Hickory
1785. Suttlemyre, P. J. 1914 Valdese
3908. Swan, W. J. 1956 Tampa, Fla.
2224. Swaney, C. A. 1924 Winston-Salem
3512. Swearngan, C. L. 1951 Charlotte
3585. Swicegood, Shirley W. (Mrs.) 1952 El Paso, Texas
1592. Swindell, E. S. 1911 Durham
1388. Sykes, R. J. 1907 Greensboro

T

2604. Tainter, D. W. (Tenn.) 1931 Marion
3817. Talbert, G. R. 1955 Winston-Salem
1020. Tarkenton, E. L. 1901 Wilson
1312. Tart, D. W. 1906 Greensboro
3025. Tart, P. E. 1943 Kinston
2703. Tate, D. O. 1935 Cliffside
2256. Tate, E. H. 1925 Lenoir
3818. Tate, W. S. 1955 Lexington
2455. Tatum, J. M. 1928 Asheville
3444. Tatum, Mary E. 1951 Winston-Salem
1423. Taylor, C. A. 1908 Jacksonville
1577. Taylor, D. G. 1910 Leaksville
2797. Taylor, H. R. (Tenn.) (col.) 1938 Tarboro
2786. Taylor, H. T. 1937 Goldsboro
3402. Taylor, J. G. 1950 Conway
2398. Taylor, L. B. 1927 Conway
3183. Taylor, Nancy Hunt (Mrs. Wm. F.) 1947 Washington
2737. Taylor, N. T. 1936 Raleigh
3218. Taylor, W. W. 1948 Chapel Hill
1627. Taylor, W. P. 1912 Roanoke Rapids
3047. Teague, J. R. 1944 High Point
3691. Teat, W. DeF. (Ga.) 1953 Sarasota, Fla.

2988. Tee, H. C., Jr. 1942 Wilson
2353. Templeton, G. S. 1926 Gastonia
2333. Tennant, W. D., Jr. 1926 Crossnore
3038. Terrell, J. A., Jr. 1943 Sanford
3724. Tex, Joseph (Pa.) 1954 Miami, Fla.
3173. Thayer, S. S. (Ohio)
1947 Orlando, Fla.
1701. Thomas, E. E. 1913 Roxboro
2839. Thomas, F. E. (Ala.) 1938 Charlotte
3541. Thomas, H. G. 1952 Wilson
3531. Thomas, J. S. (Ala.) 1952 Charlotte
2883. Thomas, J. I. 1939 Dunn
2577. Thomas, P. L. 1931 Roxboro
1604. Thomas, W. G. 1911 Varina
1087. Thompson, A. J. 1902 Badin
3909. Thompson, D. A. 1956 Wallace
2811. Thompson, H. O. 1938 Chapel Hill
2258. Thompson, J. L. 1925 Reidsville
2242. Thompson, J. V. (S.C.)
1924 Wilmington
2190. Thompson, P. H. 1924 Fairmont
2987. Thompson, T. H. (col.)
1942 Burlington
3130. Thorne, Lucy K. (Mrs.)
1946 Morehead City
3857. Thorne, S. T. 1955 Charlotte
2884. Thornton, G. P. 1939 Goldsboro
2986. Thornton, J. W., Jr. 1942 Dunn
3920. Thorpe, Suzanne (Mrs.) (Ohio)
1956 Durham
3112. Tilles, Irving, (N.J.)
1946 High Point
2159. Tilley, J. E. 1923 Jamestown
3133. Timberlake, C. V., Jr.
1946 Camp Lejeune
3721. Timberlake, H. W.
1954 Roanoke Rapids
3838. Tollison, R. B. (S.C.) 1955 Oakboro
2440. Tolson, J. G., Jr. (S.C.)
1927 Henderson
3605. Tomlinson, L. C. (Ga.)
1952 Fayetteville
1600. Toms, B. C. 1911 Salisbury
1990. Toms, E. R. (Ga.) 1919 Wilmington
986. Townsend, E. F. 1900 Red Springs
1520. Townsend, J. H. 1910 Red Springs
3256. Trantham, H. D. (D.C.)
1949 Asheville
1703. Trent, J. A. 1913 Galax, Va.
2160. Tripp, G. O. 1923 Wilmington
3958. Trosper, Edith, 1956 Chapel Hill
1343. Trotter, J. R. 1906 Salisbury
2985. Trotter, P. L. 1942 Thomasville
3445. Tunstall, Christine 1951 Havelock
2847. Tunstall, J. P. 1939 Washington
1808. Turlington, J. E. 1915 Lumberton
3205. Turnbull, E. K. (S.C.) 1947 Shelby
3481. Turner, C. C., Jr. 1951 Scotland Neck
3587. Turner, C. F. 1952 Drexel
3671. Turner, G. W. 1953 Wilmington
3315. Turner, J. K., Jr. 1949 Weldon
2045. Turnmyre, A. P. 1921 Mt. Airy
2778. Tyson, J. W. 1937 Greensboro
2834. Tyson, W. B. 1938 Rocky Mount

U

3673. Ullrich, T. W. 1953 Aurora, Indiana
4038. Umphlett, H. B., Jr.
1957 Elizabeth City
2570. Umstead, O. L. 1931 Durham
2493. Underhill, J. A. (S.C.)
1928 High Point
3346. Underwood, D. D. 1950 Greensboro
2954. Underwood, H. P., Jr.
1941 Fayetteville
4008. Upchurch, J. E., Jr. 1957 Raleigh
2667. Upchurch, M. T. 1934 Smithfield
2578. Usher, J. T. 1931 Greensboro
3403. Ussery, E. McD. 1950 Raleigh
3316. Uzzell, S. C. C. 1949 Black Mountain

V

4013. Vaillancourt, R. A. (Mass.)
1957 Jacksonville
3482. Van Valkenburgh, W. B.
1951 Asheville
2909. Varner, S. E., Jr. 1940 Brevard
3054. Viall, W. R., Jr. 1944 Pinehurst
1445. Vinson, E. L. 1908 Halifax
3483. Vinson, J. B. 1951 Raleigh

W

3722. Wagner, J. W. 1954 Charlotte
3750. Wagner, M. T., Jr. 1954 N. Y. C.
3523. Wakefield, Griffin (La.) (col.)
1951 Pickens, S. C.
3108. Waldrop, J. E. (Ga.) 1946 Charlotte
2278. Walker, A. D. 1925 Wilmington
2010. Walker, H. W. 1922 Norlina
2504. Walker, H. L. 1929 Greensboro
2192. Wallace, A. C. 1924 Star
3275. Walters, H. C. (S.C.)
1949 Florence, S. C.
2441. Walters, J. E. (S.C.) 1928 Morven
1895. Walton, R. C. 1916 Raleigh
2583. Ward, B. R. 1931 Goldsboro

1761. Ward, E. H. 1914 Tarboro
3160. Ward, J. L., Jr. (Ga.) 1946 Canton
2186. Ward, W. A. 1924 Swannanoa
3484. Ward, W. S. 1951 Hickory
2330. Warren, B. G. 1926 Rural Hall
3122. Warren, B. S., Jr. 1946 Greenville
3695. Warren, C. F., Jr. (Ga.) 1953 Hickory
1816. Warren, J. C. 1915 Benson
1923. Warren, L. A. 1917 Garland
2849. Warren, L. A., Jr. 1939 Dunn
1539. Waters, G. W., Jr. 1910 Goldsboro
2846. Waters, P. V. 1939 Mooresville
2243. Watkins, F. D. (S.C.) 1925 Belmont
2955. Watkins, J. C. 1941 Emporia, Va.
3039. Watkins, Rose Stacy (Mrs. J. C.) 1949 Emporia, Va.
4039. Watson, E. M. 1957 Southern Pines
2805. Watson, R. N. 1938 Sanford
2813. Way, J. A., Jr. 1938 Winston-Salem
3646. Weatherwax, F. G. (Ga.) 1953 Winston-Salem
1110. Webb, C. I. 1903 Charlotte
2621. Webb, T. P., Jr. 1932 Shelby
3485. Webster, C. D. 1951 Rowland
3726. Webster, P. E. (S.C.) 1954 Loris, S. C.
2936. Webster, W. B. (S.C.) 1941 Fairmont
3355. Weiner, David (Md.) 1950 Baltimore, Md.
3589. Welborn, J. H. 1952 Lexington
1089. Welborn, W. F. 1902 Lexington
3198. Welborn, W. F., Jr. 1947 Lexington
2541. Welch, W. D., Jr. 1930 Washington
1269. Welfare, S. E. 1905 Winston-Salem
3599. Wells, F. R. (Ohio) 1952 Wooster, Ohio
3963. Wells, K. F. (Tenn.) 1956 Marion
2685. Wells, R. R. 1934 Shelby
2870. Wells, V. D., Jr. 1939 Columbus, Ohio
3751. Wells, W. P. 1954 Durham
3513. Welsh, O. H. 1951 Chapel Hill
3755. West, J. R. (Ga.) 1954 Asheville
2800. West, June Bush (Mrs.) 1938 Raleigh
3514. West, W. A. 1951 Roseboro
2254. West, W. L. 1925 Roseboro
3959. Whaley, E. F. 1956 Elizabeth City
3515. Whaley, L. M. 1951 Wallace
3894. Whaley, Marian (Tenn.) 1955 Memphis, Tenn.
1510. Wharton, L. A. 1909 Gibsonville
3347. Wheeler, C. C., Jr. 1950 Chapel Hill
1979. Wheeler, C. R. 1919 Oxford
2670. Wheless, J. M., Jr. 1934 Farmville
2459. White, C. B. 1928 Henderson
2448. White, D. F. 1928 Mebane
2059. White, E. S. 1921 Greensboro
1574. White, G. S. 1910 Lexington
3858. White, Grey B. (Mrs. J. G.) 1955 Burlington
3752. White, J. G. 1954 Burlington
2402. White, J. J. 1927 Henderson
2054. White, J. S. 1921 Mebane
1741. White, Luther 1914 Wilmington
2532. White, R. L. (S.C.) 1929 Troy
1544. White, W. R. 1910 Warrenton
2211. Whitehead, C. R. 1924 Ramseur
3026. Whitehead, J. D., III 1943 Enfield
2806. Whiteley, I. C. 1938 Morganton
2673. Whiteley, R. S. 1934 Greensboro
2956. Whitford, B. H. 1941 Rocky Mount
2507. Whitford, C. P. 1929 Washington
2547. Whitley, H. E. 1930 Concord
1898. Whitley, J. R. 1916 Hendersonville
2885. Whitley, W. Y. 1939 Fremont
1888. Whitmire, W. P., Jr. 1916 Tucson, Ariz.
3082. Whitson, W. J. 1945 Phelps, N. Y.
3723 Wiggins, K. L. 1954 Goldsboro
1625. Wilkerson, I. O. 1911 Greensboro
1525. Wilkerson, J. L. 1910 Durham
3056. Wilkins, Jessie L. (Mrs.) 1944 Durham
1573. Williams, A. H. A. 1910 Oxford
3405. Williams, B. A. 1950 Nashville
3175. Williams, C. H. (Va.) 1947 Asheboro
3516. Williams, E. G. 1951 Gastonia
3629. Williams, G. L. 1953 Fayetteville
3087. Williams, J. D., Jr. 1945 Griffin, Ga.
2084. Williams, J. C. 1921 Bessemer City
3134. Williams, Laurel L. 1946 Warwick, Va.
2077. Williams, L. L. (Ga.) 1920 Morven
2969. Williams, M. H. 1941 Lexington
1899. Williams, M. V. B. 1916 Winston-Salem
3152. Williams, Nina Fish (Mrs.) (Kan.) 1946 High Point
3732. Williams, T. D., Jr. (S.C.) 1954 McColl, S. C.
3776. Williams, V. F. (Miss.) 1954 Yanceyville
3517. Williams, W. A. 1951 Williamston
3182. Williamson, Fate B. (Mrs.) 1947 Albany, Ga.

2057. Williamson, J. W. 1921 Salisbury
3819. Williford, E. H., Jr. 1955 Concord
3219. Williford, J. S. 1948 Pinetops
2088. Willis, Beatrice A. (Mrs.) 1922 Fayetteville
2112. Willis, R. M. 1922 Southport
2442. Williston, F. D. (Tenn.) (col.) 1927 Fayetteville
3969. Willson, C. P. (Ga.) 1956 Decatur, Ga.
2158. Wilson, C. A. (Ga.) 1922 Monroe
1534. Wilson, Connie H. 1910 Lincolnton
2032. Wilson, E. C. (Va.) 1919 Burlington
3318. Wilson, H. W., Jr. 1949 Winston-Salem
4009. Wilson, J. H. 1957 Winston-Salem
3406. Wilson, R. C. 1950 Hendersonville
1511. Wilson, T. H. 1909 Gastonia
3486. Wilson, W. H. 1951 Raleigh
2017. Wimberly, R. E. (col.) 1920 Raleigh
3753. Wimberley, W. P. (col.) 1954 Raleigh
2957. Windecker, G. H. 1941 Bloomingdale, N. J.
3453. Winter, C. O. (S.C.) 1951 Jacksonville
1575. Wohlford, H. W. 1910 Charlotte
1822. Wolfe, B. H. 1915 Burlington
1265. Wolfe, J. C. 1905 Hickory
3820. Wolfe, R. P. 1955 Mt. Airy
1717. Wolfe, W. S. 1913 Mt. Airy
3975. Wolson, F. A. (Ga.) 1956 Raleigh
2203. Womble, D. J. 1924 Durham
2726. Womble, L. N., Jr. 1936 Plymouth
3821. Wood, John D. 1955 Greensboro
2857. Woodard, B. P. 1939 Princeton
1770. Woodard, E. V. 1914 Selma
3446. Woodard, J. B. 1951 Kannapolis
3756. Woodson, J. T., Jr. (Tenn.) 1954 Henderson, Tenn.
2723. Woodward, G. B. (Tenn.) 1936 Franklin
3447. Woody, R. R. 1951 Burlington
1809. Woolard, E. W. 1915 Henderson
2351. Wooten, J. W. F. 1926 Fayetteville
3083. Wooten, Ruth Aycock (Mrs. C. C.) 1945 Raleigh
3754. Wright, J. C. 1954 Wilmington
2046. Wrike, W. C. 1921 Graham
3606. Wurthmann, B. A. (S.C.) 1952 Sullivan's Island, S. C.
2854. Wyatt, Blanche B. 1939 Wilson
2545. Wynn, W. McK. (col.) 1930 Greensboro

Y

1428. Yancey, L. A. (col.) 1908 Charlotte
3206. Yandell, C. R. (S.C.) 1947 Pineville
3487. Yandle, H. A. 1951 Chapel Hill
1512. Yates, C. L. 1909 Charlotte
2798. Yearwood, T. C. (Ill.) 1938 Nicholasville, Ky.
3410. Young, C. W., Jr. (S.C.) 1950 Elizabeth City
3348. Young, R. L., Jr. 1950 Winston-Salem
2799. Young, T. F. (Ark.) 1938 Leicester
3048. Youngblood, Frances Rimmer (Mrs. R. L.) 1944 West End

Z

3243. Zirkle, Mildred S. (Mrs.) 1948 Haddon Heights, N. J.
1576. Zuckerman, I. L. 1910 Greensboro

REGISTERED ASSISTANT PHARMACISTS

73. Adams, L. T. 1934 Winston-Salem
79. Badgett, E. W. 1935 Mt. Airy
30. Barnhardt, L. E. 1931 Charlotte
50. Bass, J. A. 1932 Wilson
41. Birkitt, S. P. 1931 Charlotte
20. Branch, B. C. 1928 Rocky Mount
28. Brooks, C. M. 1931 Monroe
48. Brown, H. S. 1932 Raleigh
106. Bryant, Nan 1938 Tarboro
23. Carrigan, J. F. 1930 Spencer
61. Chadwick, S. T. 1933 Morehead City
27. Griffin, T. W. 1930 Statesville
96. Gwynn, A. A. 1938 Greensboro
4. Heslep F. W. 1923 Beaufort
72. Humphries, A. T. 1934 Charlotte
56. King, R. G. 1933 New Bern
7. McConnell Ethel 1926 Newton
19. Maus, F. B. 1928 Greensboro
64. Moore, H. W. 1933 Lexington
74. Moose, H. F. 1934 Statesville
68. Munns, R. F. 1934 Whiteville
5. Musgrove, W. M. 1924 Catawba
88. O'Brien, C. C. 1936 Greensboro
53. Porter, J. N. 1933 Charlotte
26. Russell, L. D. 1930 Greensboro
77. Wade, C. E. 1935 Colerain

LIST OF PHYSICIANS HOLDING PERMITS TO CONDUCT DRUG STORES (LIVING IN TOWNS OF NOT MORE THAN 800 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.)

203. Beard, Grover Cleveland
Atkinson, Pender County
139. Beasley, Edward Bruce
Fountain, Pitt County
204. Bonner, John Bryan
Aurora, Beaufort County
364. Brown, James Arthur
Cleveland, Rowan County
361. Cole, Walter Franklin
Bunn, Franklin County
178. Currie, Daniel Smith
Parkton, Robeson County
382. Darden, J. L., Jr.
Colerain, Bertie County
355. Eagles, C. S.
Saratoga, Wilson County
356. Finney, Jonathan Richard
Boonville, Yadkin County
332. Fulp, James Francis
Stoneville, Rockingham County
138. Hinnant, Milford
Micro, Johnston County
387. Johnstone, Allan MacKenzie
Lake Waccamaw, Columbus County
162. Long, Fred Yount
Catawba, Catawba County
319. Parker, Clifton Geno
Woodland, Northampton County
271. Parker, John Wesley, Jr.
Seaboard, Northampton County
384. Parks, John Edward, Jr.
Robbinsville, Graham County
243. Smith, Anderson Jones
Black Creek, Wilson County
360. Vassey, Thomas
Trenton, Jones County
375. Womble, Edwin Cornelius
Wagram, Scotland County

List of Drug Stores

(Revised August 5, 1957)

The number preceding the name of the drug store indicates the permit number of that store. Addresses for each store are listed where given. Person listed immediately following drug store was certified as pharmacist in charge (or permitted physician) on the application for the renewal of the permit. "*" denotes drug store operated under physician's permit.

ABERDEEN—Moore County

1. Bryan Drug Company, Inc.
120 W. Main Street (C. L. Guion)
1059. Craig Drug Co.
Sycamore St. (L. B. Craig)
2. McCrummen's Drug Store
South Street (D. C. McCrummen)

AHOSKIE—Hertford County

1310. Boone's Pharmacy
109 W. Main St. (W. T. Boone)
1474. Copeland Drug Co.
104 Main St. (E. U. Capps)
4. Walker-Boone Drug Co., Inc.
117 East Main Street (W. O. Britt)

ALBEMARLE—Stanly County

1099. Albemarle Drug Co.
260 E. Main St. (C. R. Edwards)
970. The Drug Centré
121 N. First St. (D. L. Bennett)
1101. K and L Drug Store
316 Montgomery Ave., (J. A. Betts)
6. Loftin's Drug Store
116 W. North St. (T. G. Loftin)
1152. Murrell's Pharmacy
167 N. Second Street (H. T. Murrell)
7. Phillips Drug Co.
111 N. Second Street (M. B. Phillips)
1384. Prescription Shop
125 E. North St. (H. K. Leitch)
8. Purcell Drug Co.
134 W. Main St. (E. L. Kritzer)

ANDREWS—Cherokee County

9. Davis Drug Co.
Second St. (J. T. Russell)

ANGIER—Harnett County

1327. McKnight's Drug Store
Main St. (A. L. McLean, Jr.)

841. Talton Drug Store
100 Depot Street (I. J. Pruett)

APEX—Wake County

1320. Apex Pharmacy
Box 128 (Margaret B. Perry)

821. Pegram's Pharmacy
Salem Street (Mrs. A. B. Pegram)

ARCHDALE—Randolph County

1163. Lowe's Pharmacy, Inc.
(John D. Lowe)

ASHEBORO—Randolph County

14. Asheboro Drug Co., Inc.
132 Sunset Ave.
(Walter Clodfelter, Jr.)

1174. Fox Professional Drug Co., Inc.
516 S. Fayetteville St. (J. H. Fox)

957. Kearns Service Drug Store
803 W. Salisbury (T. N. Kearns)

15. Randolph Drug Company, Inc.
220 Sunset Ave. (C. H. Williams)

1415. Reaves Pharmacy
212 S. Fayetteville St. (C. A. Reaves)

17. Reaves Walgreen Agency Drug Store
119. Sunset Ave. (H. C. Reaves)

ASHEVILLE—Buncombe County

19. Adams-Blauvelt, Inc.
16 Battery Park Place
(G. W. Matthews)

1466. Adams Professional Pharmacy, Inc.
Doctors Bldg, Doctors Drive
(J. W. Adams)

64. Aiken's Pharmacy
14 Lodge St. (J. H. Aiken)

21. Asheville Pharmacy
27 N. Market St. (J. V. Jenkins)

1281. B & B Pharmacy
462 Haywood Rd.
(H. L. Bishop, L. B. Brookshire)

884. Barefoot & Tatum Drugs, Inc.
2 N. Pack Square
(L. G. Barefoot)

1496. Barefoot & Tatum, Inc., No. 2
645 Biltmore Ave. (J. M. Tatum)

1427. Bennett's Drug Store
472 Haywood Road
(William Kauffman)

66. Biltmore Drug Store
1 Kitchen Place (L. M. Jarrett)

867. Charlotte St. Drug Co., Inc.
100 Charlotte St. (B. F. Klein)

Eckerd's of Asheville, Inc.
Westgate Shopping Center
(L. C. Hankey)

23. Eckerd Drugs, Inc.,
31 Patton Ave. (R. J. Noell)

1187. Eckerd's-Haywood, Inc.
Haywood St. (C. E. Bolinger)

1375. Economy Drug Store
157 Charlotte St.
(John W. Moore)

1371. Ideal Drug Store
733 Haywood Road (W. C. Braman)

24. Jones Drugs
262 Patton Ave. (M .L. Jones)

1485. Kenilworth Self-Service Drugs, Inc.
489 Biltmore Ave. (W. R. Johnson)

28. Lord's Drug Store, Inc.
793 Merrimon Ave. (J. C. McGee)

882. Malvern Hills Drug Store
1288 Haywood Road (C. J. Sisk)

1070. Memorial Mission Hospital Pharmacy
500 Biltmore Ave. (A. J. Darling)

1323. Merrimon Ave. Pharmacy
229 Merrimon Ave.
(Albert Chandley)

1089. Montford Pharmacy
231 Montford Ave. (A. G. Kiser)

35. Norwood Pharmacy
500 Merrimon Ave. (L. P. Brookshire)

1201. Pack Square Pharmacy
22 N. Pack Square (R. J. Johnson)

736. Palace Pharmacy
783 Haywood Road (Dan W. Foster)

36. Pinner's Drug Store
619 Haywood Rd. (J. M. Russell)

1132. Saint Joseph's Hospital Pharmacy
428 Biltmore Ave.
(Charlotte Plemmons)

37. Salley's Drug Store
85 Patton Ave. (W. M. Salley)

1462. Shigley's Grove Park Pharmacy
250 Charlotte St. (H. T. Shigley)

39. Shigley's Inc.
31 Hendersonville Rd.
(S. L. Shultman)

1111. Trantham's Drug Store
38 Broadway (H. D. Trantham)

1109. Y.M.I. Drug Store
29 Eagle St. (H. E. Jones)

ATKINSON—Pender County

41. Atkinson Drug Co.*
Cor. Church and 1st Ave.
(G. C. Beard, M.D.)

AULANDER—Bertie County

42. Aulander Pharmacy
(S. G. Nelson)

AURORA—Beaufort County

43. Windley's Drug Store*
Main St. (J. B. Bonner, M.D.)

AVONDALE—Rutherford County

44. Adkinson Drug Co.
(N. F. Adkinson)

AYDEN—Pitt County

45. Edwards Pharmacy
Lee Street (S. M. Edwards)

BADIN—Stanly County

47. Badin Drug Co., Inc.
(A. J. Thompson)

BAILEY—Nash County

48. Etheridge Drug Store
(T. J. Etheridge, Jr.)

BEAUFORT—Carteret County

50. F. R. Bell, Druggist
Front Street (F. R. Bell)

51. Guthrie-Jones Drug Company
507 Front Street
(C. H. Guthrie)

52. Joe House Drug Store
Front St. (Joseph House)

BELHAVEN—Beaufort County

54. O'Neal's Drug Store
230 E. Main St. (W. P. O'Neal)

BELMONT—Gaston County

55. Belmont Drug Co.
9 Main St. (R. B. Bryan)

1500. Catawba Pharmacy
403 Catawba St. (S. P. Brison)

57. Robinson Drug Store
16 N. Main St. (J. L. Robinson)

BENSON—Johnston County

58. Benson Drug Co.
104 E. Main St. (Loamie Gilbert)

59. Peacock Drug Company
Main St. (M. A. Peacock)

60. Warren Drug Company
211 E. Main St. (J. C. Warren)

BESSEMER CITY—Gaston County

61. Central Drug Store
112 W. Virginia Ave. (J. C. Williams)

62. Curtis Pharmacy
Virginia Ave. (J. R. Curtis)

BETHEL—Pitt County

63. H. L. Rives Drug Company
Railroad St. (H. L. Rives)

BISCOE—Montgomery County

67. Biscoe Drug Store
Carthage Road (W. I. Jenkins)

BLACK CREEK—Wilson County

880. Black Creek Drug Company*
(A. J. Smith, M.D.)

BLACK MOUNTAIN—Buncombe County

69. Black Mountain Drug Co.
101 W. State St. (S. C. C. Uzzell)

1359. Key City Pharmacy
204 Sutton Ave. (John Kluttz)

835. Knight's Pharmacy
116 State St. (E. H. Knight)

BLOWING ROCK—Watauga County

1071. Harris Drug Store
Main St. (L. C. Harris)

BOILING SPRINGS—Cleveland County

1096. Boiling Springs Drug Company, Inc.
(R. H. Beason)

BOONE—Watauga County

73. Boone Drug Co.
Main St. (W. R. Richardson)

74. Carolina Pharmacy
231 Main St. (C. H. Mock)

BOONVILLE—Yadkin County

75. Boonville Drug Store*
(J. R. Finney, M.D.)

BREVARD—Transylvania County

77. S. M. Macfie Drug Co.
Main and Broad (O. D. Biddy)

78. Varner's Drug Store
Broad and Jordan Sts.
(S. E. Varner, Jr.)

BROADWAY—Lee County

1036. Broadway Drug Co.
(M. W. Stevens)

BRYSON CITY—Swain County

80. Bryson City Drug Company
108 Everett St. (K. E. Bennett)

1083. Swain Drug Store
Everret St. (C. B. Hawkins)

BUIE'S CREEK—Harnett County

938. Wiggins Drug Store
Main St. (Ruth Pecora)

BUNN—Frankin County

83. Bunn Drug Co.*
(W. F. Cole, M.D.)

BURGAW—Pender County

1198. Dees Drug Store
(R. R. Dees)

1030. Durham Drug Company
Fremont St. (R. E. Carter, Jr.)

BURLINGTON—Alamance County

85. Acme Drug Co., Inc.
Spring and Davis Sts.
(J. G. White)

1192. Alamance County Hospital Pharmacy
Graham-Hopedale Road
(R. L. Salter, Jr.)

1123. Alamance Drug Company
223 Maple Ave. (W. S. Gardner)

92. Andrews Drug Co.
138 Maple Ave. (C. M. Andrews)

86. Asher-McAdams Drug Co.
305 Trollinger (J. W. McAdams)

1267. Barbour-Pittman Drug Co., Inc.
Cor. Front and Main Sts.
(Rudolph Pittman)

87. Burlington Drug Company, Inc.
East Front St. (R. E. Barrett)

89. Davis Street Pharmacy, Inc.
751 E. Davis St. (Robert Woody)

1407. Griffin's Pharmacy
1701. Old Alamance Road
(S. D. Griffin, Jr.)

1420. Lowder Drug Co., Inc.
132 W. Front St. (H. G. Mitchell)

93. Mann's Cut Rate Drug Store
414 S. Main St. (E. D. Millaway)

1207. Medical Center Pharmacy, Inc.
274 Graham-Hopedale Rd.
(A. L. Moir)

1413. Sherard's Pharmacy
1425 S. Webb Ave. (G. S. Sherard)

1188. Thompson's Pharmacy
804 Rauhut St. (T. H. Thomspon)

94. Worth Street Drug Store
525 S. Worth Street (W. R. Perry)

BURNSVILLE— Yancey County

95. Pollard's Drug Store
West Main St. (Roland Glenn)

1251. Yancey Pharmacy
Main St. (W. E. Black)

CANDLER—Buncombe County

1173. Valley Drug Co., Inc.
(S. S. Minton)

CANTON—Haywood County

97. Canton Drug Store
137 Main St. (J. L. Jones, Jr.)

98. Champion Cut-Rate Drug Store, Inc.
147 Main St. (J. B. Patton, Jr.)

99. Hendrix Drug Store
108 Main St. (J. O. Hendrix)

100. Martin's Drug Store, Inc.
107 Main St. (B. M. Burrus)

CAROLINA BEACH—New Hanover County

940. Carolina Beach Drug Company
(W. R. Adams)

1487. Gibson Drug
220 Lake Park Blvd. (R. G. Ham)

CARRBORO—Orange County

103. Senter's Drug Store
(P. L. Senter)

CARTHAGE—Moore County

104. Shields Drug Co., Inc.
Court House Square (D. A. Blue)

CARY—Wake County

1490. Ashworth Rexall Drugs
105 W. Chatham St. (R. H. Ashworth)

1444. Franklin's Carolina Pharmacy
138. E. Chatham St. (T. W. Mitchell)

CATAWBA—Catawba County

106. Catawba Drug Company*
(F. Y. Long, M.D.)

CHADBOURN—Columbus County

899. Derrick's Pharmacy
(M. L. Borders, Jr.)

107. John E. Koonce Drug Co.
(S. G. Koonce)

CHAPEL HILL—Orange County

1184. Colonial Drug Co.
420 W. Franklin St. (J. H. Caswell)

109. Eubanks Drug Co.
E. Franklin St. (Clyde Eubanks)

1218. N. C. Memorial Hospital Pharmacy
U. N. C. (W. W. Taylor)

994. Sloan Drug Company
101 E. Franklin St. (W. L. Sloan)

110. Sutton's Drug Store
159 E. Franklin St.
(Howard A. Yandle)

972. The Village Pharmacy, Inc.
306 W. Franklin St. (J. C. Fox, Jr.)

CHARLOTTE—Mecklenburg County

977. Avondale Pharmacy
2204 Avondale Ave. (J. A. Hill)

113. Bizzell Pharmacy
3312 Tuckaseegee Rd. H. L. Bizzell)

1007. Blair Drug Co.
2719 Tuckaseegee Rd. (H. C. Greene)

116. Carolina Cut-Rate Drug Store, Inc.
225 W. Trade St. (F. E. Thomas)

117. Carolina Pharmacy
401 E. Trade St. (T. H. Lever)

1142. Cay Drug Store, Inc.
131 W. Trade St. (Joe Greenspan)

1437. Central Avenue Drug Center
2611 Central Ave. (H. W. Wohlford)

1195. Charlotte Drug Company
200 E. Trade St. (R. F. Holland)

119. Charlotte Memorial Hospital Pharmacy
1400 Scott Ave. (Myrtle Kraus)

139. Civil's Plaza Drug Store
1432 Central Ave. (F. L. Black)

1112. Dilworth Pharmacy
1601 S. Boulevard (J. S. LeGette)

1178. Doctor Pharmacy
2316 Central Ave. (G. L. Smith)

983. Dorton's Drug Store
3201 N. Caldwell St. (C. I. Webb)

1315. Eckerd Drug Co.
1025 Province Rd. (W. O. Dowdell)

121. Eckerd Drugs, Inc. (No. 1)
128 N. Tryon St. (J. G. Grantham)

122. Eckerd Drugs, Inc., (No. 2)
109 S. Tryon Et. (E. V. Stone)

1155. Eckerds, Inc.
1517 Central Ave. (J. H. Bigham)

1452. Eckerd's-Park, Inc.
4133 Park Road (R. H. Boulware)

124. Hardee's Pharmacy
2909 Selwyn Ave. (A. K. Hardee, Jr.)

125. Hawthorne Pharmacy
1629 Elizabeth Ave.
(T. W. McFarland)

126. Hoskins Drug Co.
3626 Rozzell Ferry Rd.
(Kenneth Spoon)

128. Independence Drug Store
801 N. Graham St. (J. T. Hough)

902. Kiser Drug Co.
2400 Wilkinson Blvd. (J. F. Simpson)

893. Liggett Drug Company, Inc.
100-102 N. Tryon St. (S. B. Johnson)

131. Lisk Pharmacy
826 E. Trade St. (D. C. Lisk)

1139. Medical Pharmacy
1010 Kings Drive (E. B. Eadie)

1069. Mercy Hospital Pharmacy
200 E. 5th St. (Gilbert Colina)

815. Myers Park Pharmacy
1340 Romany Rd. (W. D. Craig, Jr.)

136. Niven Drug Co.
131 E. Park Ave. (R. L. Lewis)

137. Park Place Pharmacy
613 Providence Road (V. L. Faircloth)

1073. Plaza Hill Pharmacy, Inc.
2513 Plaza Road (J. W. Wagner)

932. Presbyterian Hospital Pharmacy
200 Hawthorne Lane (J. H. Rosser)

934. Queen City Pharmacy
422 E. Second St. (M. J. Alston)

141. Rex Drug Store
417 E. Second St. (J. H. Isler)

1120. Rhodes Pharmacy
1621 Parkwood Ave. (C. R. Rhodes)

142. Rhyne Drug Store
830 E. Morehead St. (C. L. Rhyne)

1130. Sedgefield Drug Co.
3215 South Blvd. (Henry Huber)

143. Selwyn Cut-Rate Drug Store, Inc.
319 W. Trade St. (J. S. Nance)

1342. Shamrock Drugs, Inc.
3217 Plaza Rd. (Stanley Slesinger)

1376. Southern Drug Co.
1400 E. Morehead St.
(C. E. Hemingway)

1383. Southside Pharmacy
2819 South Blvd. (W. E. Hardee)

144. Stanley Drug Stores, Inc.
1949 E. 7th St. (V. E. Stanley)

1122. Sterling Drug Company, Inc.
1501 Elizabeth Ave. (E. W. Bruce)

145. Sterling Drug Stores, Inc.
401 N. Tryon St. (W. V. Proctor)

1390. Troy Drug Co.
2116. Independence Blvd.
(J. C. Murphy)

1425. Troy Drug Co., (No. 2)
625 Woodlawn Road (A. J. Muratori)

1463. Troy Drugs, (No. 3)
2044 Hutchinson Ave. (H. C. Rice)

146. T. A. Walker, Inc.
332 N. Tryon St. (J. S. Thomas)

1432. T. A. Walker, Inc.
Hawthorne Medical Center
227 Hawthorne Lane
(C. L. Swearngan)

1473. Westside Drug Center, Inc.
1910 Rozzell's Ferry Road
(J. W. Allen)

1434. Whitehead Pharmacy
305 N. Caswell Rd.
(D. A. Smith)

1189. Wilson & Holmes Pharmacy
421 S. Brevard St. (J. D. Richardson)

149. Yancey's Drug Store
Cor. 3rd & Brevard Sts.
(L. A. Yancey)

CHERRYVILLE—Gaston County

150. Allen Drug Co.
110 E. Main St. (H. H. Allen, Jr.)

151. Houser Drug Co., Inc.
100 E. Main St. (W. H. Houser)

CHINA GROVE—Rowan County

913. Brown Drug Company
Main St. (J. H. Brown)

1141. China Grove Drug Co.
Main St. (R. A. Kiser)

CLAREMONT—Catawba County

1279. Claremont Pharmacy
Main St. (J. A. Busbee)

CLARKTON—Bladen County

1386. Fowler's Drug Store, Inc.
College St. (J. D. Fowler)

CLAYTON—Johnston County

155. Beddingfield's
325 E. Main St. (C. H. Beddingfield)

156. Whitley-Bain Drug Co., Inc.
Main St. (J. D. Bain)

CLEMMONS—Forsyth County

1247. Clemmons Pharmacy
In The Triangle (R. E. Scharff)

CLEVELAND—Rowan County

848. Cleveland Drug Co.*
(J. A. Brown, M.D.)

CLIFFSIDE—Rutherford County

158. Mills Drug Co.
(J. C. Mills)

CLINTON—Sampson County

159. Butler's Pharmacy
204 Main St. (A. B. Butler)

1232. Holmes Drug Store
600 Lisbon St. (J. M. Holmes, Jr.)

1436. Hospital Pharmacy
612 Beaman St. (C. H. Gaddy)

1035. McLean Pharmacy
120 Main St. (G. W. McLean)

162. Register's Drug Store
Vance St. (M. O. Register)

160. Reynold's Drug Co.
Main and Lisbon Sts.
(R. M. Herring)

1246. Sampson's Pharmacy
700 McCoy St. (R. R. Sampson)

CLYDE—Haywood County

1486. Clyde Pharmacy
Main Street (A. B. Lott)

COATS—Harnett County

1113. McKnight's Drug Store
Main St. (L. E. McKnight, Jr.)

COLERAIN—Bertie County

165. Wade's Pharmacy*
Main St. (J. L. Darden, Jr., M.D.)

COLUMBIA—Tyrrell County

166. Tyrrell Drug Co.
Main St. (R. S. Knight, Jr.)

CONCORD—Cabarrus County

167. Airheart Pharmacy
Market St. (E. H. Williford, Jr.)

1492. Beverly-Mar Drug Co., Inc.
624 N. Church St. (Gordon Bane)

168. Cabarrus Drug Co.
16 S. Union St. (H. C. Champion)

944. Cabarrus Memorial Hospital Pharmacy
U. S. H'way 29 (J. W. Mitchener)

170. Gibson's, Inc.
1 S. Union St. (G. C. Smith)

171. Pearl Drug Co.
2 S. Union St. (H. A. Barringer)

1335. Pike's Drug Store
Wil-Mar Park (J. M. Pike)

172. Porter Drug Company, Inc.
8 S. Union St. (C. D. Porter)

173. Whitmore Drug Company
80 S. Union St. (H. E. Whitley)

CONOVER—Catawba County

175. Bowman Drug Co.
Main St. (C. E. Bowman)

1458. Conover Drug Co.
Main St. (Billy Lee Price)

CONWAY—Northampton County

177. Taylor Drug Co.
(L. B. Taylor)

COOLEEMEE—Davie County

178. Cooleemee Drug Co.
(E. D. Hoyle)

CORNELIUS—Mecklenburg County

179. Guion Drug Co.
(C. D. Guion)

CRAMERTON—Gaston County

1389. Cramerton Drug Co.
(J.C. Kiser)

CREEDMOOR—Granville County

182. Creedmoor Drug Co. (H. C. Price)

CROSSNORE—Avery County

181. Crossnore Drug Store
Box 186 (W. D. Tennant, Jr.)

DALLAS—Gaston County

919. Summey Drug Company
(W. L. Summey)

DAVIDSON—Mecklenburg County

184. White Drug Company
131 Main St. (C. S. Goodrum)

DENTON—Davidson County

185. Denton Drug Store
Main St. (W. L. Lamar)

DERITA—Mecklenburg County

1399. Derita Drug Co.
Box 154 (G. B. Dimmick, Jr.)

DOBSON—Surry County

1134. Dobson Drug Store
(Viola Howell)

DRAPER—Rockingham County

1228. Draper Pharmacy
Fieldcrest Rd. (J. W. Chandler)

1017. Lasley Drug Store
Fieldcrest Ave. (C. G. Lasley)

DUNN—Harnett County

188. Butler & Carroll Drug Co., Inc.
129 E. Broad St. (W. W. Carroll, Sr.)

189. Dunn Pharmacy
218 E. Broad St. (R. B. Fairley)

1449. Fitchett Drug Store of Dunn, Inc.
128 E. Broad St. (C. E. Fitchett)

191. Hood Drug Store
112 E. Broad St. (H. W. Lynch)

1416. Hospital Pharmacy
200 N. Ellis Ave. (L. A. Warren, Jr.)

1202. Thomas Drug Store
323 E. Broad St. (J. I. Thomas)

DURHAM—Durham County

193. Boone Drug Company
100 W. Parrish St. (D. L. Boone, Sr.)

738. Brewer's Drug Store
700 Ninth St. (S. O. Brewer, Sr.)

900. Broad Street Drug Company, Inc.
1139 Broad St. (O. L. Umstead)

192. Don Booth Drug Co.
1009 W. Chapel Hill St.
(G. D. Booth)

1051. Carswell Drug Co., Inc.
Club Blvd. and Watts St.
(A. P. Carswell)

1000. Center Drug Store of Durham, Inc.
2926 Roxboro Rd. (Ida Keetsook)

213. Crabtree Pharmacy
2100 Angier Ave. (A. H. King)

197. Duke Hospital Pharmacy
Duke University (I. T. Reamer)

198. Durham Drug Co.
330 W. Main St. (J. R. Casteel)

199. Eckerd Drugs, Inc.
122 W. Main St. (W. F. Lynch)

1419. Eckerd's Drugs of Durham, N. C., Inc.
1223 University Drive
(V. A. Shore, Jr.)

1065. Edgemont Pharmacy
1114 Angier Ave. (R. G. Kale)

200 Garrett's Biltmore Drug Store
332 E. Pettigrew St. (Y. D. Garrett)

1340. Garrett-Parker Drug Store
702 Fayetteville St. (J. G. Parker)

201. Holloway Street Pharmacy
1026 Holloway St. (G. W. Harris)

202. Hospital Pharmacy
1124 Broad St. (B. W. Spencer, Jr.)

1297. Lincoln Hospital Pharmacy
1301 Fayetteville St.
(Suzanne Thorpe)

739. McDonald's Drug Store
732 Ninth St. (J. C. McDonald)

1236. McPherson Hospital Pharmacy
1110 W. Main St. (H. F. Padgett)

203. Mangum St. Pharmacy
806 N. Mangum St.
(L. R. Sparks, Jr.)

205. North Durham Drug Store
714 Mangum St. (E. S. Swindell)

1344. Northgate Pharmacy
2909 Roxboro Road (H. C. Chapman)

1196. The Prescription Shop
316 S. Gregson St. (J. K. McCoy)

1291. The Professional Pharmacy, Inc.
1200 Broad St. (H. L. Kelly)

207. Rogers Drug Co., Inc.
202 Mangum St. (R. P. Rogers, Sr.)

840. Sawyer & Moore, Inc.
1014 W. Main St.
(J. F. Ferguson, Jr.)

1043. Sullivan's Pharmacy
402 S. Driver Ave. (L. S. Sullivan)

209. Walgreen Co.
102 W. Main St. (Keith Marple)

210 Watts Hospital Pharmacy
Broad St. (G. M. Stahl)

211. West Side Pharmacy
701 Chapel Hill St. (J. C. Harris)

1128. Womble's Pharmacy
601 E. Main St. (D. J. Womble)

EDENTON—Chowan County

1464. Leggett & Davis, Inc.
323 Broad St. (W. H. Hollowell, Jr.)

1476. Mitchener's Pharmacy
301 S. Broad St.
(J. A. Mitchener, Jr.)

ELIZABETH CITY—Pasquotank County

220. The Apothecary Shop
406 E. Main St. (J. S. Sparks)

905. Jacock's Pharmacy
205 S. Poindexter St.
(J. T. Moore)

219. Overman & Stevenson
512 E. Main St. (R. S. Bunn)

1422. Todd's Pharmacy
216 S. Poindexter St. (C. H. Craven)

ELIZABETHTOWN—Bladen County

221. Bennett-Stone Pharmacy
Broad Street (B. F. Stone)

ELKIN—Surry County

1404. Abernethy's Pharmacy
109 W. Main St. (P. L. Fisher)

224. Elk Pharmacy, Inc.
115 E. Main St. (D. A. Irwin)

225. Royall Drug Co., Inc.
128 W. Main St. (G. E. Royall, Jr.)

ELLERBEE—Richmond County

226. Warner Drug Co.
Main St. (V. L. Strout)

ELM CITY—Wilson County

228. Elm City Pharmacy
Main St. (M. L. Davis)

ENFIELD—Halifax County

230. W. E. Beavans Drug Store
(S. C. Beavans)

229. Harrison Drug Company
Railroad St. (J. B. Boyce)

231. Whitehead Drug Co.
(J. D. Whitehead)

ENKA—Buncombe County

233. Elson's Drug County
(Shuford Snyder)

232. Enka Drug and Food
(J. R. Elson)

ERWIN—Harnett County

1470. E. R. Thomas Drug Co.
103 East H. Street
(Leonidas Jackson)

FAIR BLUFF—Columbus County

235. Floyd-Anderson Drug Co.
Main St. (M. W. Davis II)

1374. Rogers Drug Store
(M. J. Atkinson)

FAIRMONT—Robeson County

1303. Fairmont Drug Co.
Main St. (H. E. Malion)

1026. Webster's Pharmacy
Main St. (W. B. Webster)

FAISON—Duplin County

1350. Faison Drug Co.
(P. L. Caldwell)

FARMVILLE—Pitt County

1176. City Drug Company
103 S. Main St. (J. M. Wheless, Jr.)

FAYETTEVILLE—Cumberland County

243. Bender's Drug Store
201 Hay St. (L. L. Rouse)

1325. Bender's Drug Store No. 3
1226 Fort Bragg Rd.
(L. R. Lanier, Jr.)

244. Fayetteville Drug Co.
114 Gillespie St. (B. C. Brooks)

246. Henderson's Drug Store
125 Person St. (A. J. Henderson)

247. H. R. Horne & Sons
124 Hay St. (H. R. Horne)

1205. K and F Drug Store
1212 Fort Bragg Road (T. L. Brodie)

248. MacKethan & Company, Druggists
102 Person St. (H. P. Underwood, Jr.)

1209. Markham Drug Co.
101 Hay St. (G. W. Markham)

1385. Massey Hill Drug Co., Inc.
1061 Southern Ave. (L. C. Tomlinson)

249. Matthews' Pharmacy
451 Hay St. (R. V. McBryde)

982. Reaves' Drug Store
2706 Bragg Blvd. (L. E. Reaves, Jr.)

250. Service Drug Store
113 Gillespie St. (F. D. Williston)

1241. Strickland's Drug Store
1201 Hay St. (C. B. Strickland)

890. Williams' Drug Store
502 Hillsboro St. (N. M. Parker)

FLETCHER—Henderson County

1301. Asheville Agricultural School and
Mountain Sanitarium, Inc.
Howard Gap Road (M. L. Brown)

912. Fletcher Pharmacy
Asheville Highway (Q. H. Beck)

FONTANA VILLAGE—Graham County

1324. Fontana Drug Store
(C. H. Miller)

FOREST CITY—Rutherford County

1398. Forest City Pharmacy, Inc.
S. Powell St. (W. L. Cowan)

254. Piedmont Drug Company
6 W. Main St. (J. S. Rudisill)

1457. Smith's Drug, Inc.
227 E. Main St.
(G. W. Shuford)

FORT BRAGG—Cumberland County

1159. Bender's Drug Store
Mallonee Village (R. E. Bullard)

FOUNTAIN—Pitt County

256. Beasley Drug Co.*
(E. B. Beasley, M.D.)

FOUR OAKS—Johnston County

1158. Austin's Drug Store
Main St. (Clement Byrd)

257. Four Oaks Drug Company
E. Main St. (R. C. Canaday)

FRANKLIN—Macon County

258. Angel Drug Store
(R. A. Cloer)

1216. Carolina Pharmacy
Main St. (G. B. Woodward)

1402. Perry's Drug Store
(V. H. Perry)

FRANKLINTON—Franklin County

995. Corner Drug Store
2 N. Main St. (D. O. Langston)

260. L. W. Henderson's Pharmacy
102 Main St. (W. L. Stone)

FREMONT—Wayne County

1042. Fremont Pharmacy
(J. S. Stewart)

FUQUAY SPRINGS—Wake County

262. Elliott's Pharmacy
202 S. Main St. (A. G. Elliott, Jr.)

263. Johnson's Drug Store
(W. W. Johnson)

GARLAND—Sampson County

1079. Garland Drug Company
(H. C. Rich)

264. L. A. Warren & Son
(L. A. Warren)

GARNER—Wake County

1439. Lloyd's Drug Store
Main Street (Wm. L. Lloyd)

GASTONIA—Gaston County

1283. Akers Center Pharmacy, Inc.
1443 Wilkinson Blvd. (W. G. Forrest)

1085. Caldwell Drug Store, Inc.
611 E. Franklin Ave. (J. E. Brison)

269. Franklin Drug Store
1402 W. Franklin Ave. (H. C. Bell)

1191. Gaston Memorial Hospital Pharmacy
401 N. Highland (W. A. Carter)

1477. Hillcrest Pharmacy, Inc.
1713 S. York Rd. (J. P. Friday)

270. Kennedy's Inc.
215 W. Main St.
(E. G. Williams & K. W. Huss)

268. Moss Rexall Drugs
1051 W. Franklin Ave. (F. M. Moss)

1405. Rhyne's Drug Store, Inc.
1516 E. Ozark Ave. (W. F. Rhyne)

272. Smith's Cut-Rate Drugs
121 W. Main Ave. (G. S. Templeton)

1157. Square Pharmacy
254 W. Page Ave. (N. A. Smith)

GIBSON—Scotland County

1244. Gibson Drug Co.
(Evelyn Hunsucker)

740. Smith's Drug Store
E. Main St. (J. P. F. Smith)

GIBSONVILLE—Guilford County

275. Gibsonville Drug Co.
Main St. (L. A. Wharton)

GLEN ALPINE—Burke County

276. Clinic Drug Store
(H. F. Bobbitt)

GOLDSBORO—Wayne County

914. Ash Street Pharmacy
814 E. Ash St. (G. P. Thornton)

1489. Brown Drug Co.
130 E. Walnut St.
(E. L. Pilkington, Sr.)

863. Bunch's Drug Store
144 N. Center St. (H. T. Taylor)

279. Cash Drug Company
133 E. Walnut St. (T. E. Smith)

1257. Gibson's Drug Store
Cor. William and Ash Sts.
(J. E. F. Hicks)

280. Goldsboro Drug Co.
101 N. Center St. (B. R. Ward)

281. Jackson Drug Co.
400 S. James St. (Osceola Jackson)

1482. Kerr Drugs of Goldsboro, Inc.
Cor. Bernard & Ash Sts.
(H. S. Barbrey)

282. Ratley's Drug Store
122 S. Center St. (W. A. Ratley)

283. Robinson's Drug Store
143 S. Center St. (T. R. Robinson, Jr.)

1261. Vinson's Drug Store
138 W. Walnut St. (W. C. Rose)

GOLDSTON—Chatham County

962. Lee Drug Store
(Ray Brooks)

GRAHAM—Alamance County

1392. Graham Drug Store
142 N. Main St. (H. O. Benson)

287. Wrike Drug Company
108 N. Main St. (W. C. Wrike)

GRANITE FALLS—Caldwell County

1448. Caldwell Drug Store
(F. J. Simmons)

GRANITE QUARRY—Rowan County

1322. Granite Drug Co., Inc.
(C. H. Sanders)

GREENSBORO—Guilford County

290. Asheboro St. Pharmacy
420 Asheboro St. (J. T. Usher)

1456. Barton's Florida Street Pharmacy
Cor. Florida St. & Freeman Mill Rd.
(W. H. Barton)

1406. Bessemer Drug Co.
2805 Bessemer Ave. (W. B. Evans)

291. Best Drug Store
1104 Asheboro St. (J. H. Best)

824. College Drug Store
1003 Spring-Garden St.
(R. A. Buchanan)

1242. The Moses H. Cone Memorial Hospital Pharmacy
1200 N. Elm St. (C. Paoloni)

1006. Crutchfield-Browning Drug Co.
357 N. Elm St. (T. G. Crutchfield)

85. Crutchfield-Browning Drug Store No. 2, Inc.
2166 Lawndale Drive (W. C. Brown)

50. Eccles Drug Store
914 Gorrell St. (W. H. King)

1494. Eckerd's of Greensboro, N. C., Inc.
Friendly Road Shopping Center
(Marcus Cameron)

110. Edmonds Summit Center Drug Store
952 Summit Avenue (G. H. Edmonds)

1215. Elam Drug Company, Inc.
2112 Walker Ave. (J. V. Farrington)

816. Elm Street Pharmacy, Inc.
376 N. Elm St. (G. C. Russell)

292. C. C. Fordham Drug Store
514 S. Elm St. (C. C. Fordham, Jr.)

1499. Foster Pharmacy, Inc.
1018 N. Elm St. (W. E. Crispens)

1300. Franklin's Drug Co.
2140 Lawndale Dr. (F. H. Langdon)

897. Franklin's Drug Store
401 Tate St. (R. E. Franklin)

298. Greene Street Drug Company
124 S. Green St. (G. H. Steele)

299. Greensboro Drug Co.
230 W. Market St. (R. D. Farrell)

1138. Guilford Drug Company
100 S. Elm St. (David Stang)

300. Home Drug Store
1204 Grove St. (J. F. Pickard)

981. Hotel Pharmacy
235 N. Elm St. (J. C. Coble)

303. McDuffie-Eubanks Drug Co.
100 N. Elm St. (R. A. McDuffie)

1181. McFalls Sunset Drug Co.
1610 Madison Ave. (S. W. McFalls)

998. McNair Brothers' Drug Store
900 E. Market St. (W. O. McNair)

1417. Medical Center Pharmacy
408 E. Wendover Ave. (D. D. Claytor)

1411. Northwood Drugs
110 E. Northwood St. (B. F. King)

1484. Oliver's Drug Store
457 W. Market St. (E. W. Oliver)

540. Pomona Drug Store
Latham St. at Boren (O. W. McFalls)

306. Sykes Drug Company
1227 4th St. (R. J. Sykes)

1443. Textile Drug Company
2109 Church St.
(C. C. Graham)

1294. Tyson's Plaza Drug Co.
1726 Battle Ground Ave.
(J. W. Tyson)

310. Walgreen Co.
218 S. Elm St. (Jack Granger)

1068. White Oak Drug Co.
2435 Fairview St. (D. D. Underwood)

1343. Wilkerson Drug Co.
123 N. Elm St. (I. L. Zuckerman)

295. Wynn Drug Store
814 Gorrell St. (W. M. Wynn)

GREENVILLE—Pitt County

1304. Beddingfield Pharmacy
Five Points & 7th St.
(B. B. Beddingfield)

1225. Bell's Pharmacy
302 Evans St. (J. D. Blalock)

1016. Biggs Drug Store
301 Evans St. (J. W. S. Biggs)

314. Bissette's Drug Store No. 2
416 Evans St.
(C. P. Whitford)

316. Harrison Drug Store
908 Dickerson Ave.
(T. N. Harrison & L. S. Harrison)

838. Hollowell's Drug Store
922 Dickinson Ave. (W. C. Hollowell)

318. Warren's Drug Store
408 Evans St. (B. S. Warren, Jr.)

GRIFTON—Pitt County

319. Grifton Pharmacy
(J. Nemargut)

401. H & H Drug Co.
(Joe House, Jr.)

GUILFORD COLLEGE—Guilford County

1430. Guilford College Drug Company
Friendly Road (W. C. Hoffman)

HALIFAX—Halifax County

321. Vinson's Pharmacy
Main St. (E. L. Vinson)

HAMLET—Richmond County

322. Birmingham Drug Co.
27 Main St. (J. S. Birmingham)

820. Campbell Pharmacy
23 Hamlet Ave. (F. E. Campbell)

1313. Wabberson's Drug Store
41 Main St. (L. I. Grantham)

HAVELOCK—Craven County

1479. Bob Clark's Pharmacy
Commercial Center
(Christine Tunstall)

1288. Clark's Drug Store of Havelock, N. C. Inc.
Slocum Village Shopping Center
(J. M. Basart)

HAW RIVER—Alamance County

1330. Estes Drug Co.
(J. C. Estes, Jr.)

HAYESVILLE—Clay County

327. Hayesville Pharmacy
(H. M. Mauney)

HAZELWOOD—Haywood County

1015. Hazelwood Pharmacy
Main and Church Sts. (R. F. Keenum)

HENDERSON—Vance County

329. Douglas Drug Store
120 Horner St. (J. D. Douglas)

929. Henderson Drug Co.
101 S. Garnett St. (J. P. B. Connell)

1213. Hocutt Drugs
315 S. Garnett St. (D. D. Hocutt)

331. Miles Pharmacy
S. Garnett St. (M. C. Miles)

332. Page Drug Co., Inc.
226 S. Garnett St. (C. E. Page, Jr.)

333. Parker's Drug Store
208 Garnett St. (W. W. Parker, Jr.)

334. Peoples Service Drug Store
112 Garnett St. (J. G. Tolson, Jr.)

335. Southside Drug Company
1046 S. William St. (C. B. White)

336. White's Drug Store
229 Garnett St. (J. J. White)

337. Woolard's
134 S. Garnett St. (C. M. Barnett)

1365. Woolard's No. 2
Raleigh Road (Jimmie Barnett)

HENDERSONVILLE—Henderson County

1033. Beck Bros. Pharmacy
231 N. Main St. (A. L. Beck, Jr.)

836. Economy Drug Store
Main at Fifth (R. C. Wilson)

339. Freeze Drug Company, Inc.
527 N. Main St. (Wiltshire Griffith)

340. Jackson Pharmacy
4th Ave. W. and Church St.
(E. L. Feagin)

1010. Justus Pharmacy
303 N. Main St. (C. C. Oates, Jr).

1309. Margaret R. Pardee Memorial
Hospital Pharmacy
Fleming Street (Margaret Gretz)

342. Rose Pharmacy
351 North Main St. (W. L. Harper)

1366. Whitley Drug's
417 7th Ave., East (J. R. Whitley)

343. Wilson Drug Company
417 7th Ave., E. (Paul Owenby)

HICKORY—Catawba County

1022. Black's Drug Store, Inc.
264 Union Square (G. A. Page)

1495. City Drug Company
Cor. 2nd St. & Union Sq.
(C. F. Warren, Jr.)

345. Highland Drug Store
813 Highland Ave., N.E.
(C. A. Brady)

347. Lutz Drug Co., Inc.
270 Union Square (H. C. Lutz)

1284. Medical Center Pharmacy
5 Second Avenue (M. R. Means)

349. Ninth Avenue Pharmacy
15 2nd St. Place, S.W.
(C. P. Suttlemyre)

350. Shook Drug Co.
1809 1st Ave. S.W. (Eulon Shook)

1426. Viewmont Pharmacy
1247 2nd St., N.E.
(J. S. O'Daniel, Sr.)

HIGHLANDS—Macon County

351. Highland's Drug Store
4th St. (C. E. Mitchell)

HIGH POINT—Guilford County

1469. Anderson's West End Drug Store
1550 English St. (E. R. Anderson, Jr.)

353. Arthur's Pharmacy
1248 S. Main St. (A. E. Joiner)

853. Cecil's Drug Store
121 N. Main St. (Irving Tilles)

357. Eckerd Drugs, Inc.
140 S. Main St. (J. N. Stamps)

1448. Evans Pharmacy, Inc.
521 N. Main St. (H. E. Evans)

931. Greene Drug Company, Inc.
610 N. Main St. (J. A. Underhill)

1293. Harris Drug Store, Inc.
1231 Montlieu Avenue (W. B. Harris)

358. Hoffman Drug Co.
1001 E. Green St. (J. F. Hoffman, Jr.)

359. Ingram's Pharmacy
1301 N. Main St. (L. M. Ingram)

361. Koonts-McGhee Drug Co. Inc.
308 S. Main (A. A. Koonts)

362. Leonard's Drug Store
1401 N. Main St. (H. B. Leonard, Jr.)

365. McLarty Drug Co.
521 N. Main St. (J. L. Cobb)

363. Mann Drug Store No. 1
104 N. Main St. (J. C. Southern)

364. Mann Drug Co. No. 2
660 N. Main St. (L. H. Carter)

1409. Mann Drug Store No. 3
842 S. Main St. (J. Henry Dowdy)

355. C. A. Ring & Sons
1561 English St. (C. A. Ring)

366. Ring-Harris Pharmacy, Inc.
122 N. Main St. (J. R. Teague)

368. Washington St. Pharmacy
731 E. Washington St. (H. H. LeMon)

HILDEBRAN—Burke County

1210. Brandon's Pharmacy
Highway 70 (L. R. Brandon)

HILLSBORO—Orange County

920. Corner Drug Store
(B. B. Forest)

369. James Pharmacy
109 N. Churton St.
(A. A. Lloyd)

HOPE MILLS—Cumberland County

859. Clinic Pharmacy (J. T. Henley)

HOT SPRINGS—Madison County

845. Mountain Park Pharmacy
(T. M. Bruce)

HUNTERSVILLE—Mecklenburg County

1382. Neil Drug Co.
(J. W. Neil)

JACKSON—Northampton County

373. Jackson Drug Co.
(A. L. Cochrane, Jr.)

JACKSONVILLE—Onslow County

1391. Howard Drug Co., Inc.
New Bridge St. (P. H. McKenzie)

347. Johnson's Drug Co., Inc.
(C. L. Shields)

375. Ketchum Drug Co., Inc.
(C. O. Winter)

1221. New River Pharmacy
New River Apts. Business Center
(A. P. Rachide)

JAMESTOWN—Guilford County

1098. Jamestown Drug Store
(J. E. Tilley)

KANNAPOLIS—Cabarrus County

377. Black's Drug Store No. 1
1105 S. Main St. (H. D. Sharpe)

378. Black's Drug Store No. 2
Cannon Blvd. (B. B. Black)

379. Black's Drug Store No. 3
110 West Ave. (Wm. Bradley)

1255. Black's Drug Store No. 4, Inc.
119 West Ave. (L. D. Cain)

381. Kannapolis Drug Co. Inc.
128 S. Main St. (Wriston Smith)

1060. Lewis Drug Co., Inc.
149 West Ave. (W. C. Lewis)

382. Mann's Cut Rate Drug Store
119 S. Main St. (A. B. Hendrick)

1027. Martin Drug Company
1111 N. Main St. (J. D. Mitchell)

384. F. L. Smith Drug Co. Inc.
148 S. Main St. (J. B. Woodard)

KENANSVILLE—Duplin County

1262. Kenansville Drug Store
Main St. (J. E. Hatcher)

KENLY—Johnston County

387. Kenly Drug Co.
Main St. (C. E. Gillikin)

941. Talton Drug Co.
(H. P. Cogdell)

KERNERSVILLE—Forsyth County

389. Pinnix Drug Store
(J. M. Pinnix)

1461. Tri-City Pharmacy
108 S. Main St. (C. S. Brinkley)

KING—Stokes County

1227. King Drug Co.
(J. B. Sprinkle)

KINGS MOUNTAIN—Cleveland County

391. Griffin Drug Co.
127 Mountain St. (E. W. Griffin, Jr.)

392. Kings Mountain Drug Company
Battleground Rd. (C. D. Blanton)

1357. Stroupe Drug Co., Inc.
Battleground Road (L. S. Stroupe)

KINSTON—Lenoir County

1317. Bissett Walgreen Drugs
Queen St. (W. H. Stanton)

394. College Street Pharmacy
1009 College St. (E. L. Bradshaw)

961. Hogan's Pharmacy
815 N. Queen St. (A. L. Hogan)

397. J. E. Hood and Co., Inc.
110 E. Gordon St. (J. C. Hood)

1418. Hood's Prescription Shop
405 Glenwood Ave. (J. C. Hood, Jr.)

1222. Kinston Clinic Pharmacy
400 Glenwood Ave. (W. P. Johnson)

1095. Lenoir Drug Co.
129 S. Queen St. (E. C. Buchanan)

1307. Marston Drug Co., Inc.
132 N. Queen St. (D. B. Browning)

1290. Parkview Drug Co.
Parkview (P. E. Tart)

937. Sewell's Pharmacy
121 E. Gordon St. (G. L. Sewell)

398. Standard Drug Co. No. 1
216 N. Queen St. (Robert Cohen)

399. Standard Drug Co. No. 2
Cor. Queen & Caswell Sts.
(Martha Smith Hobbs)

1179. Standard Drug Co. No. 3
135 W. North St. (Alden Hobbs)

400. Temple Drug Co.
304 N. Queen St. (R. W. Smith, Jr.)

KNIGHTDALE—Wake County

402. Knightdale Pharmacy*
(R. R. Weathers, M.D.)

LA GRANGE—Lenoir County

403. Adams Drug Co.
(H. R. Browning)

1265. La Grange Pharmacy
Caswell St. (R. L. Dewar)

LAKE WACCAMAW—Columbus County

404. Lake Drug Store*
(A. M. Johnstone, M.D.)

LANDIS—Rowan County

405. Linn-Edwards Drug Co., Inc.
(T. L. Linn)

LAURINBURG—Scotland County

406. Everington Drug Store
110 S. Main St. (W. N. Robertson)

407. J. T. Fields, Jr.
302 Main St. (J. T. Fields, Jr.)

823. Legion Drug Store
301 Main St. (J. A. Bundy)

410. Scotland Drug Co., Inc.
Main St. (L. J. Lea)

LAWNDALE—Cleveland County

1442. Lawndale Drug, Inc.
Main & Casar Rd. (C. E. Jolley)

LEAKSVILLE—Rockingham County

411. Carolina Drug Co.
101 W. Washington St.
(N. H. McCollum, Jr.)

412. Chandler Drug Co.
Wasington St. (E. O. Chandler)

413. Chandler Drug Co. No. 2
Blvd. St. (S. L. Martin, Jr.)

1183. Kirkpatrick Drug Co.
117 Monroe St.
(T. M. Kirkpatrick, Jr.)

LEICESTER—Buncombe County

1388. Young's Drug Store
(T. F. Young)

LENOIR—Caldwell County

1368. Arcade Pharmacy
115 S. Main St. (N. W. Sherwood)

415. Blackwelder Hospital Pharmacy
209 S. Boundary St. (C. O. Huntley)

416. Dayvault's Drug Store
133 West Ave. (F. W. Dayvault)

1379. Dula Hospital Pharmacy
Cor. Boundary and W. Ashe
(J. T. Penland)

417. Lenoir Drug Co.
(E. H. Tate)

418. McNairy's Drug Store
111 West Ave. (H. M. Deal)

LEXINGTON—Davidson County

419. City Drug Co., Inc.
E. First Ave. (U. F. Crissman)

958. Community Drug Store
114 N. Main St. (G. S. White)

421. Lexington Drug Co.
16 S. Main St. (W. F. Welborn)

1037. Mann's Drug Store
114 S. Main St. (J. F. Harmon, Jr.)

422. Peoples Drug Store, Inc.
23 S. Main St. (W. A. Huntley)

LIBERTY—Randolph County

1380. Deaton Pharmacy
Swannanoa at Graham Sts.
(C. E. Deaton)

424. Liberty Drug Co.
117 Swannanoa (H. E. Lovett)

LILLINGTON—Harnett County

426. Kelly's Drug Store
(G. C. Kelly)

918. LaFayette Drug Co.
(J. W. Thornton, Jr.)

LINCOLNTON—Lincoln County

1203. Crowell Hospital Pharmacy
410 S. Aspen St. (Peggy Simmons)

427. The Economy Drug Co.
Main St. (Jimmie Bowers)

1050. Lawing-Keziah Drug Co., Inc.
Main St. (Paul High)

429. Lincoln Cut Rate Drugs, Inc.
Main St. (E. E. Adams)

LITTLETON—Halifax County

430. Browning's Drug Store
S. Main St. (B. H. Browning)

431. Threewitt's Drug Store
(C. A. Johnston)

LOUISBURG—Franklin County

432. Boddie Drug Store
Cor. Nash and Main Sts.
(F. D. Culpepper)

434. O'Neal Drug Co.
N. Main St. (W. A. Andrews, Sr.)

1356. Pleasant's Drug Store
104 E. Nash St. (T. P. Lloyd)

435. Scoggin Drug Store
Cor. Main and Nash Sts.
(L. E. Scoggin)

LOWELL—Gaston County

436. Lowell Drug Co., Inc.
(J. E. Waldrop)

LUMBERTON—Roberson County

438. Hedgpeth Pharmacy, Inc.
4th and Chestnut Sts. (J. C. Jackson)

440. Johnson's Drug Store
4th and Elm Sts.
(Harriett A. Robinson)

439. McMillan's Drug Store
313 Elm St. (J. M. Rancke)

1292. Medical Arts Pharmacy
14th & Chestnut (E. N. Hoffman)

1372. Pine Street Drugs, Inc.
1810 N. Pine St. (J. E. Turlington)

MADISON—Rockingham County

446. Brown-McFalls Drug Co., Inc.
106 Murphy St. (C. D. McFalls)

445. Madison Drug Co., Inc.
Cor. Market and Murphy Sts.
(C. I. Hawkins)

MAIDEN—Catawba County

447. Campbell's Drug Store
Main St. (C. C. Campbell)

MANTEO—Dare County

975. Fearings, Inc.
(M. K. Fearing, Jr.)

MARION—McDowell County

451. Evans Rexall Drugs
12 S. Main St. (J. E. Evans)

452. Streetman Drug Co.
31 Main St.
(Kermit Wells & G. B. Finley)

453. Tainter's
Main and Henderson Sts.
(Dean Tainter)

MARSHALL—Madison County

454. Moore's Pharmacy
(P. H. Dinwiddie)

455. Roberts Pharmacy
Main St. (M. H. Cox)

MARS HILL—Madison County

1289. Community Medical Center Pharmacy
1 Chestnut Street (W. P. Powell)

456. Mars Hill Pharmacy
(L. W. Aiken)

MARSHVILLE—Union County

457. Guion's Drug Store
Main and Elm Sts. (H. N. Guion)

458. McBride's Drug Store
Main St. (T. L. McBride)

459. Union Drug Store
(Phil Gaddy)

MAXTON—Robeson County

461. Austin-Gilbert Drug Co.
(L. M. Gilbert, Jr.)

980. Rice's Drug Store
(L. D. Rice)

MEBANE—Alamance County

463. Carolina Drug Company
111-115 E. Center St. (J. S. White)

464. Mebane Drug Co.
111 N. Fourth St. (D. F. White)

465. Warren's Drug Store
114 W. Clay St. (C. S. Oakley)

MICRO—Johnston County

466. Hinnant Drug Co.*
(D. M. Hinnant, M.D.)

MIDWAY PARK—Onslow County

888. Ketchum Drug Co., Inc.
Shopping Center (H. R. Simmons)

MOCKSVILLE—Davie County

468. Hall Drug Co.
N. Main St. (R. B. Hall)

469. Wilkins Drug Co., Inc.
Court Square (R. W. Collette)

MONROE—Union County

470. Gamble Drug Store
317 N. Main St.
(J. P. and C. F. Gamble)

471. Jones Drug Co., Inc.
218. N. Main St. (Dolan Jones)

472. Secrest Drug Company, Inc.
101 W. Franklin St.
(V. V. Secrest, Jr.)

473. Wilson Drug Co., Inc.
118 N. Main St. (C. A. Wilson)

MOORESVILLE—Iredell County

1162. Geo. C. Goodman Co.
1 N. Main (L. W. London)

1206. Medical Centre Pharmacy
Statesville Ave. (J. T. Gardner)

476. Miller Drug Co., Inc.
152 N. Main St. (S. H. Price)

857. Mooresville Drug Company
287 N. Main St. (C. M. Crowell, Jr.)

MOREHEAD CITY—Carteret County

1316. Carteret Drug Store
1207 Arendell St. (D. S. Pigott)

1318. Goodwin's Pharmacy
1107 Arendell St. (M. N. Goodwin)

478. Morehead City Drug Co.
813 Arendell St.
(C. R. Robinson)

MORGANTON—Burke County

1403. Community Pharmacy, Inc.
401 S. King St. (G. B. Propst)

480. Cornwell Drug Company
Union St. (W. D. Allen)

841. Kibler Drug Co., Inc.
115 W. Union St.
(R. E. Kibler)

482. Phillips Drug Co.
120 N. Sterling St. (W. P. Phillips)

483. Spake Pharmacy
100 Sterling St. (Z. L. Finger)

1041. Whiteley's Pharmacy
136 Union St. (I. C. Whiteley)

MORVEN—Anson County

484. Morven Drug Co., Inc.
Main St. (L. L. Williams)

996. Walters' Drug Company
Main St. (J. E. Walters)

MOUNT AIRY—Surry County

485. Hollingsworth Drug Co.
243 N. Main St. (A. B. Macon)

487. Lamm Drug Co.
175 N. Main St. (L. M. Lamm)

1266. Square Pharmacy
South & Pine Sts. (J. H. Baker)

488. Turnmyre's Drug Store
31 S. Main St. (W. A. Johnson)

489. W. S. Wolfe Drug Co.
55 S. Main St. (W. S. Wolfe)

MOUNT GILEAD—Montgomery County

490. Cochran-Ridenhour Drug Co.
Main St. (D. G. Ridenhour)

MOUNT HOLLY—Gaston County

984. Charlie's Drug Sundries, Inc.
100 South Main St.
(R. F. Ponder)

491. Holland Drug Co.
101 N. Main St. (W. F. Holland)

492. Summey Drug Co., Inc.
107 S. Main St. (P. B. Summey)

MOUNT OLIVE—Wayne County

1075. Clinic Drug Co.
210 N. Center St. (S. B. Boyd)

493. Glenn & Martin Drug Co.
101 S. Center St. (J. S. Glenn)

494. Lewis Drug Co.
Center St. (W. K. Lewis.

MOUNT PLEASANT—Carbarrus County

495. A. W. Moose Co.
(H. A. Moose)

MURFREESBORO—Hertford County

496. Nicholson Pharmacy, Inc.
(P. R. Jenkins)

MURPHY—Cherokee County

497. The Mauney Drug Co.
100 N. Valley River Ave.
(W. M. Mauney)

498. Parker's Drug Store
100 S. Valley River Ave.
(R. S. Parker)

NASHVILLE—Nash County

1483. Nashville Drug Co.
301 W. Washington St.
(B. A. Williams)

1296. Ward Drug Co.
320 W. Washington St.
(R. A. Paramore)

NEW BERN—Craven County

501. Joe Anderson's Drug Store
901 Broad St. (Joe Anderson)

1326. Boger-Ball Drug Store
1515 National Ave. (R. A. Boger)

502. Bynum's Drug Store
240 Middle St. (C. W. Bynum)

872. City Drug Store
202 Middle St. (M. B. Langston, Jr.)

503. Clark's Drug Store of
New Bern, N. C., Inc.
Broad and Middle Sts.
(L. E. Gilbert, Jr.)

505. Hill's Five Points Drug Store
1006 Broad St. (G. L. Hill, Sr.)

506. Pinnix Drug Store
Hancock & Queen Sts.
(W. M. Pinnix)

507. Tony's Drug Store
1114 Queen St. (T. A. Libbus)

NEWLAND—Avery County

1498. Bear Trail Drug Store
Linville St. (L. B. Julian)

NEWTON—Catawba County

833. City Pharmacy
College and A Sts. (E. B. Clapp)

510. H. & W. Drug Co.
12 First St. (Edward Haupt)

NEWTON GROVE—Sampson County

1234. Newton Grove Drug Co.
(A. S. Parrish)

NORLINA—Warren County

512. Walker Drug Co., Inc.
Main St. (H. W. Walker)

NORTH WILKESBORO—Wilkes County

514. R. M. Brame & Sons
833 B St. (P. A. Brame)

515. Horton's Drug Store
B St. (J. P. Horton)

516. North Wilkesboro Drug Company
820 B Street (Billie J. Stringfield)

517. Red Cross Pharmacy
224 Tenth St. (R. M. Brame, Jr.)

1395. Wilkes Drug Co.
B and 9th Sts. (O. H. Lyon)

NORWOOD—Stanly County

519. Norwood Drug Co.
Main St. (A. D. McNeill)

OAKBORO—Stanly County

1421. Tollison's Pharmacy
Main St. (R. B. Tollison)

OLD FORT—McDowell County

522. Old Fort Drug Co.
Main St. (W. R. Griffin)

OTEEN—Buncombe County

1086. Oteen Drug Store
U. S. H'wy. No. 70 (W. P. Lamore)

OXFORD—Granville County

523. Hall's Drug Store
125 Main St. (J. P. Hall)

524. Herring & Williams
111 Willamsboro St. (E. S. Powell)

1377. Jones Drug Store
Hillsboro St. (C. F. Jones, Jr.)

525. Lyon Drug Co.
112 College St. (D. P. Robinson)

526. Williams Drug Co.
101 College St. (L. R. Creech)

PARKTON—Robeson County

527. Gram Drug Co.*
(D. S. Currie, M.D.)

PEMBROKE—Robeson County

926. Rogers Drug Store
(W. L. Rogers)

PIKEVILLE—Wayne County

1133. Pikeville Drug Store
Railroad and Main Sts.
(A. M. Hicks)

PILOT MOUNTAIN—Surry County

530. Smith Drug Store
Main St. (O. W. Smith)

1394. Surry Drug Company
124 W. Main St. (J. D. Stone)

PINEHURST—Moore County

532. Carolina Pharmacy, Inc.
(W. R. Viall, Jr.)

PINE LEVEL—Johnston County

533. Godwin Drug Company
(C. F. Godwin)

PINETOPS—Edgecombe County

1190. Service Drug Store
Main St. (J. S. Williford)

PINEVILLE—Mecklenburg County

534. Pineville Drug Co.
Main St. (R. C. Hair)

PINK HILL—Lenoir County

1124. Brewer Drug Co.
(Marsha Brewer)

PITTSBORO—Chatham County

536. McCrimmon Drug Company
(D. G. McCrimmon)

PLEASANT GARDEN—Guilford County

1455. Pleasant Garden Drug Store
(V. F. Smith)

PLYMOUTH—Washington County

538. E. G. Arps
Water St. (E. G. Arps)

539. Womble Drug Co.
2 Water St. (L. N. Womble)

PRINCETON—Johnston County

541. Woodard Drug Store
(B. P. Woodard)

RAEFORD—Hoke County

542. Hoke Drug Co.
Main St. (W. P. Baker)

927. Howell Drug Company
Main St. (W. L. Howell, Jr.)

RALEIGH—Wake County

572. Arnold Rexall Drugs
3025 Hillsboro St. (B. D. Arnold)

545. Brantley & Sons, Inc.
508 Hillsboro St. (J. C. Brantley, Jr.)

546. Central Drug Store
317 S. Swain St. (R. E. Wimberley)

547. City Drug Store
135 E. Martin St. (W. L. Johnson)

549. College Court Pharmacy
1900 Hillsboro St. (P. Fullenwider)

550. Community Drug Store
600 S. Blount St. (J. T. Hamlin)

1400. Cromley's Drug Store
408 Fayetteville St.
(R. I. Cromley)

1171. Cromley's Pharmacy
1902 Bernard St. (O. A. Elmore)

561. Dodd Drug Co.
311 S. Wilmington St. (C. N. Dodd)

552. Eckerd Drugs, Inc.
222 Fayetteville St. (C. L. Futrell)

1497. Hamlin's Drug Co., Inc.
118 E. Hargett St. (J. M. Johnson)

563. Hayes-Barton Pharmacy
2000 Fairview Rd. (W. L. Scarboro)

1012. Johnson's Pharmacy
2519. Fairview Road
(T. H. Johnson)

1412. Jordan's Five Point Pharmacy
1620 Glenwood Avenue (D. L. Jordan)

1338. Kerr Drugs, Inc.
2017 Cameron St. (B. D. Kerr)

1336. Longview Pharmacy
2008 New Bern Ave.
(L. H. Crumpler)

551. Melvin's Pharmacy
1217 Hillsboro St. (B. R. Murray)

1306. Melvin's Pharmacy
2905 Essex Circle-Glenwood Village
(G. H. Britt)

1003. Person St. Pharmacy
620 N. Person St. (N. T. Taylor)

564. Pine Drug Company
600 W. South St. (W. R. Johnson)

1393. Professional Pharmacy
123 W. Hargett St. (Jean Provo)

566. Rex Hospital Pharmacy
1311 St. Mary's St. (H. G. Price)

568. Saunders Street Pharmacy
315 Glenwood Ave. (Reginald Hamlet)

1117. Village Pharmacy
447 Daniels St. (W. C. Griffin)

570. Walgreen Co.
200 Fayetteville St. (John Bius)

571. Walton's Pharmacy, Inc.
100 W. Jones St. (R. C. Walton)

RAMSEUR—Randolph County

573. Ramseur Pharmacy, Inc.
(C. R. Whitehead)

RANDLEMAN—Randolph County

574. Economy Drug Co.
Main St. (H. Q. Ferguson)

1168. Randleman Drug Company
104 Main St. (A. F. Morris)

RED SPRINGS—Robeson County

577. Red Springs Drug Co.
Main St. (J. C. Graham)

578. Townsend's Pharmacy
111 Main St. (R. M. Ammons)

REIDSVILLE—Rockingham County

830. Carolina Apothecary
219 Gilmer St. (W. G. Dudley, Jr.)

1414. Dailey's Drug Store
218 Gilmer St. (W. E. Davis)

580. Link Bros. Pharmacy
118 S. Scales St. (F. P. Link)

581. Mann's Drug Store
Scales and Gilmer Sts.
(Donald French)

RICHLANDS—Onslow County

1428. Hood's Drug Store
W. Hargett St. (India Hood)

RICH SQUARE—Northampton County

583. Bolton's Drug Co.
(R. B. Bolton)

ROANOKE RAPIDS—Halifax County

1451. Franklin Street Pharmacy
Cor. 8th & Franklin Sts.
(J. C. Robinson, Jr.)

584. Griffin Drug Co., Inc.
1008 Roanoke Ave. (Octavus Griffin)

1441. Roanoke Pharmacy Co., Inc.
199 Roanoke Ave. (W. P. Taylor)

587. Rosemary Drug Co., Inc.
1017 Roanoke Ave. (A. N. Martin)

588. Savage's Drug Store
1018 Roanoke Ave. (M. C. Savage)

1361. Timberlake's Drug Store
215 Roanoke Ave. (Harry Timberlake)

ROBBINS—Moore County

589. Johnson-Puckett Drug Co.
(R. H. Johnson)

949. Tar Heel Drug Company
(W. M. Puckett)

ROBBINSVILLE—Graham County

590. Ingram's Drug Store*
(J. E. Parks, M.D.)

ROBERSONVILLE—Martin County

592. David Grimes Drug Co.
Main St. (G. D. Grimes)

ROCKINGHAM—Richmond County

593. Bristow Drug Co.
132 E. Washington St.
(E. B. Bristow)

1011. Federal Pharmacy
118 S. Hancock St. (G. W. Honeycutt)

594. Fox Drug Company, Inc.
114 E. Washington St.
(W. L. Johnson)

ROCKWELL—Rowan County

595. Rockwell Drug Company
(M. R. Barnhardt)

ROCKY MOUNT—Nash County

596. Almand's Drug Store
130 S. Main St. (E. C. Speight)

597. Burnett Drug Company
140 E. Thomas St. (B. J. Burnett)

599. Douglas-Armstrong Drug Co.
201 N.E. Main St. (W. E. Armstrong)

600. H. L. Hicks Drug Co.
234 S. Main St. (W. S. Johnson)

602. Matthews Drug Store
334 S. Main St. (J. S. Pierce)

1298. May & Gorham, Inc.
132 Tarboro St. (L. W. Murphrey)

1048. Park View Hospital Pharmacy
404 Falls Rd. (J. J. Gerlinger)

604. I. W. Rose Drug Co.
112 N. Main St. (J. O. Knight)

971. Standard Pharmacy
124 Sunset Ave. (W. B. Tyson)

1220. The Sunset Pharmacy
Cor. W. Thomas & Bryant St.
(J. P. Burnett, Jr.)

606. Thompson Pharmacy
365 Falls Road (L. F. Parrish)

ROCKY POINT—Pender County

1333. Rocky Point Pharmacy
Railroad St. (J. F. Rhem)

ROLESVILLE—Wake County

1021. Alderman's Drug Store
(J. L. Alderman)

ROSEBORO—Sampson County

608. Davis Pharmacy
(McDonald Davis, Jr.)

609. Tart and West Druggists
(W. L. West)

ROSE HILL—Duplin County

1358. Sam's Drug Store
E. Church St. (S. M. Cavanaugh)

ROWLAND—Robeson County

611. Curtis Drug Co.
Main St. (R. H. Curtis)

1410. Drug Center
Main St. (C. D. Webster)

ROXBORO—Person County

613. Adair's Drug Store
Highway 501 North (N. W. Adair)

1445. Cole's Pharmacy
S. Main St. (A. F. Cole, Jr.)

614. Hambrick, Austin & Thomas
109 Main St. (W. W. Allgood)

616. Thomas & Oakley
Main St. (C. H. Oakley)

1381. Thomas Drugs
304 Reams Ave. (E. E. Thomas)

RURAL HALL—Forsyth County

1013. Warren's Drug Store
(B. G. Warren)

RUTHERFORDTON—Rutherford County

618. Rutherford Drug Co.
223 N. Main St. (J. E. Cash)

619. Sloan Drug Co.
205 N. Main St. (R. R. Sloan)

1471. Smith's Drug Store, Inc.
217 N. Main St. (A. R. Bridges)

SAINT PAULS—Robeson County

1175. Brisson Drugs
123 W. Broad St. (Edward Brisson)

681. St. Pauls Drug Company, Inc.
200 W. Broad St. (D. D. Sparkman)

SALISBURY—Rowan County

1339. Bailey Drug Co., Inc.
100 S. Main St. (B. C. Lindsey)

1424. Doctors Building Drug Co.
828 W. Henderson St.
(J. L. Patterson)

988. Fulton St. Pharmacy
916 S. Fulton St. (J. W. Compton)

987. Innes Street Drug Company
Wallace Building
(E. R. Fuller)

624. Main Drug Co., Inc.
128 N. Main St. (L. B. Joiner)

1062. The Medical Center Pharmacy
Barker St. & Mocksville Ave.
(D. L. Ammons)

626. Purcell Drug Co.
111 W. Innes St. (D. C. Purcell)

627. Purcell Drug Co. No. 2
101 N. Main St. (S. M. Purcell, Jr.)

1264. Rowan Memorial Hospital Pharmacy
612 Mocksville Ave. (O. J. Rodgers)

986. Salisbury Pharmacy, Inc.
126 W. Innes St. (J. W. Williamson)

SANFORD—Lee County

629. Acme Drug Co.
148 Steele St. (A. W. Palmer)

1169. Center Walgreen Agency Prescriptions
Jonesboro Heights (D. S. Overton)

630. John's Pharmacy
132 Carthage St. (J. A. Terrell)

376. Jonesboro's Lee Drug Store
114 E. Main St. (R. N. Watson)

632. Lee Drug Store
101 S. Steele St. (Joe Lazarus)

1311. Mann's Drug Store of Sanford, N. C.
137-139 Wicker St. (H. C. Greeson)

SARATOGA—Wilson County

634. Saratoga Drug Co.*
(C. S. Eagles, M.D.)

SCOTLAND NECK—Halifax County

635. Hall's Drug Store
108 S. Main St. (C. C. Turner, Jr.)

637. McDowell's
104 N. Main St. (N. O. McDowell)

636. North End Drug Store
130 N. Main St. (R. S. Shaw)

SEABOARD—Northampton County

903. Community Drug Store*
Main St. (J. W. Parker, M.D.)

SELMA—Johnston County

1467. Central Drug & Equipment Co.
Cor. Raiford & Waddell
(E. V. Woodard)

639. Selma Drug Co., Inc.
Anderson and Raeford Sts.
(W. H. Creech)

640. Woodard & Creech Drug Co., Inc.
Raeford and Waddell Sts.
(W. G. Creech)

SHALLOTTE—Brunswick County

641. Coastal Drug Store
(E. A. Smith)

SHELBY—Cleveland County

643. Cleveland Drug Co.
10 S. Lafayette St. (H. T. Horseley)

1224. Cornwell Drug Co.
N. Lafayette St. (R. W. Kiger)

647. Shelby Drug Co., Inc.
312 S. Washington St. (R. R. Wells)

953. Smith's Drug Store
4 E. Warren St. (W. S. Gregory)

644. Suttle's Drug Store
7 N. Lafayette St. (C. M. Dennis)

646. Paul Webb & Son
109 N. Lafayette St.
(Paul Webb, Jr.)

SILER CITY—Chatham County

649. Siler City Drug Company
101 S. Chatham Ave. (F. G. Brooks)

650. Taylor Drug Store
102 E. Raleigh St. (C. L. Snypes)

SMITHFIELD—Johnston County

1151. Creech's Pharmacy
South 3rd St. (J. L. Creech)

1396. Fleming Pharmacy
202 Market St. (O. G. Fleming)

652. Hood Brothers, Inc.
Market and Third Sts. (W. D. Hood)

655. Upchurch Pharmacy
Third and Market Sts.
(M. T. Upchurch)

SOUTHERN PINES—Moore County

656. Broad Street Pharmacy
146 Broad St. (Joe Montesanti, Jr.)

657. Sandhill Drug Co.
Broad St. (E. M. Watson)

837. Southern Pines Pharmacy
Broad St. (Graham Culbreth)

SOUTHPORT—Brunswick County

659. Watson's Pharmacy Co.
Moore St. (R. M. Willis)

SPARTA—Alleghany County

1061. B & T Drug Company
(T. R. Burgiss)

1093. Halsey Drug Co.
(W. B. Halsey)

SPENCER—Rowan County

1275. Rowan Drug, Inc.
500 Salisbury Ave. (P. W. Miller)

SPINDALE—Rutherford County

663. Spindale Drug Co.
101 W. Main St. (J. G. Davis)

SPRAY—Rockingham County

1238. Spray Drug Co.
Canal St. (O. W. Mills)

665. Tri-City Pharmacy
533 Morgan St. (Culas Roberson)

SPRING HOPE—Nash County

666. Southside Pharmacy
Pine St. (Augustus Neville, Jr.)

SPRUCE PINE—Mitchell County

667. Day's Drug Store
(H. V. Day)

668. Spruce Pine Pharmacy
(R. D. Banner)

STANLEY—Gaston County

1121. Stanley Drug Company
Main St. (G. S. Coble)

STANTONSBURG—Wilson County

669. Stantonsburg Drug Co.
Main St. (Kenneth Edwards)

STAR—Montgomery County

670. Wallace Drug Store
(A. C. Wallace)

STATESVILLE—Iredell County

1204. Dingler's Drug Store
1321 W. Front St. (K. L. Dingler)

671. Fisher Drug Co.
436 Western Ave. (Lester Fisher)

673. Holmes Drug Co., Inc.
101 E. Broad St. (W. A. Sappenfield)

674. Logan Stimson & Son
123 W. Front St. (J. H. Stimson)

675. Purcell Drug Co., Inc.
111 E. Broad St. (L. W. MacKesson)

1360. Statesville Drug Company, Inc.
101 S. Center (B. S. Goode)

STOKESDALE—Guilford County

1084. Smith's Drug Store
(J. G. Smith)

STONEVILLE—Rockingham County

678. Stoneville Drug Store*
(Dr. J. F. Fulp)

STOVALL—Granville County

679. Puckett Drug Co.
(U. S. Puckett)

SUMMERFIELD—Guilford County

1433. Summerfield Drug Store
(V. H. Richardson)

SWANNANOA—Buncombe County

682. Ward's Drug Store
Alexander St. (W. A. Ward)

SYLVA—Jackson County

683. Hooper Drug Store
Main St. (F. L. Hooper)

921. Professional Drug Store
Main St. (Bjorn Ahlin)

933. Sylva Pharmacy
Main St. (Carl Meroney)

TABOR CITY—Columbus County

917. Dameron Drug Store
Fifth St. (H. G. Dameron)

685. Harrelson's Pharmacy
R. R. Street (W. H. Harrelson)

TARAWA TERRACE—Onslow County

1276. Almand's Drug Stores, Inc.
Tarawa Terrace Shopping Center
(H. O. Kight)

TARBORO—Edgecombe County

1160. Edgecombe Drug Company, Inc.
332 Main St. (W. D. Moore)

691. Moore's Pharmacy
301 Main St. (M. A. Moore)

692. Tarboro Drug Company
421. Main St. (L. R. Bell)

834. Taylor's Pharmacy
110 W. Granville St. (H. R. Taylor)

1274. Thorne's Drug Co.
1510 N. Main St. (W. D. Bryan)

689. E. V. Zoeller & Co.
403 Main St. (E. H. Ward)

TAYLORSVILLE—Alexander County

693. The People's Drug Store
Main St. (R. B. Campbell)

1435. Town and Country Drugs
Main St. (R. B. Campbell, Jr.)

THOMASVILLE—Davidson County

694. Mann's of Thomasville, N. C., Inc.
2-4 E. Main St. (G. F. Murr)

695. Poole's Drug Store
26 W. Main St. (L. B. Poole)

1140. Thomasville Drug Company
20 Salem St. (H. E. Smith)

1211. Thomasville Prescription Service
52 Salem St. (Rea Fisher)

TRENTON—Jones County

697. Trenton Drug Co.*
(Thomas Vassey, M.D.)

TROUTMAN—Iredell County

698. Trountman Drug Store
(J. C. Gabriel)

TROY—Montgomery County

699. Standard Drug Co.
Main St. (R. L. White)

1429. Troy Drug Co.
401 N. Main St. (J. R. Harrison)

TRYON—Polk County

701. Missildine's Pharmacy
(J. C. C. Foster)

702. Owen's Pharmacy
Trade St. (F. R. Owen)

VALDESE—Burke County

703. Peoples Drug Store
Connelly St. (P. J. Suttlemyre)

826. Rock Drug Store
225 W. Connelly St.
(L. R. Burris, Sr.)

1045. Valdese General Hospital Pharmacy
(W. J. Miller)

VARINA—Wake County

705. Thomas' Drug Store
Broad St. (W. G. Thomas, Sr.)

VASS—Moore County

1063. Vass Drug Store
Main St. (W. L. Cameron)

WADESBORO—Anson County

707. Fox & Lyon
1 W. Trade St. (R. P. Lyon)

708. Parsons Drug Co., Inc.
2 S. Green St. (W. C. Bias)

WAGRAM—Scotland County

709. Wagram Drug Store*
(E. C. Womble, M.D.)

WAKE FOREST—Wake County

911. Edwards Pharmacy
101 S. White St. (G. B. Edwards)

711. T. E. Holding & Co.
White St. (K. E. Handy)

WALLACE—Duplin County

951. Gowan Drug Co.
(S. W. Gowan)

1475. Graham Drug Co.
Main St. (L. I. Graham)

712. C. M. Miller Drug Co., Inc.
(C. M. Miller)

713. Wallace Drug Company, Inc.
(Lloyd Whaley)

WALNUT COVE—Stokes County

1312. Ray's Drug Store
Main St. (A. A. James)

WALSTONBURG—Green County

1087. Jenkins Drug Store
(Sam Jenkins)

WARRENTON—Warren County

1460. Boyce Drug Company
Main St. (W. F. Farmer)

717. Hunter Drug Co., Inc.
240 S. Main St. (W. R. White)

WARSAW—Duplin County

960. Clark's Drug Store
E. College St. (G. E. Clark)

718. Warsaw Drug Co.
E. Railroad St. (B. C. Sheffield, Jr.)

WASHINGTON—Beaufort County

724. S. B. Etheridge Drug Store
169 W. Main St. (S. B. Etheridge)

721. Tayloe Drug Company
239 W. Main St. (J. P. Tunstall)

722. Welch's Drug Store
100 W. Main St. (W. D. Welch, Jr.)

WAYNESVILLE—Haywood County

844. Curtis Drug Store
201 Main St. (T. E. Curtis)

1229. Dan's Drugs, Inc.
307 Main St. (S. A. Dantzler)

1153. Smith's Drugs, Inc.
226. Main St. (H. V. Morris)

WEAVERVILLE—Buncombe County

1270. Weaverville Drug Co.
Main St. (C. E. Ingle)

WELDON—Halifax County

728. Selden's Pharmacy
123. Washington Ave. (J. S. Selden)

729. Terminal Drug Store
19 W. First St. (D. B. Cooke)

1167. Weldon Drug Co.
112 Washington Ave.
(J. K. Turner, Jr.)

WENDELL—Wake County

1438. Nowell's Drug Store
Cor. Main & 3rd Sts. (Chas. Hicks)

731. Wendell Drug Company
Main and Third Sts. (P. C. Brantley)

WEST END—Moore County

1277. Youngblood's Drug Store
(Frances Youngblood)

WEST JEFFERSON—Ashe County

741. Graybeal's Drug Store
Jefferson Ave. (D. M. Shepherd)

1103. Roberts' Drug Store
Jefferson Ave. (B. N. Austin)

WHITAKERS—Edgecombe County

742. Burnett's Drug Store
Main St. (J. P. Burnett)

WHITEVILLE—Columbus County

743. Columbus Drug Store
629 S. Madison St. (G. G. Oliver)

745. Guiton's Drug Store
801 Madison St. (G. D. Hege)

746. J. A. McNeill & Sons
612 S. Madison St. (J. A. McNeill)

901. Simmons Drug Co., Inc.
Court House Square (T. Q. Owens)

1208. Simmons Drug Co., Inc.
104 E. Main St. (N. R. Gross)

WILKESBORO—Wilkes County

1136. The Peoples Drug Store of
Wilkesboro, Inc.
Main St. (J. P. Horton, Jr.)

WILLIAMSTON— Martin County

750. Warren H. Biggs Pharmacy
107 W. Main St. (W. H. Biggs)

748. Clark's Pharmacy, Inc.
142 W. Main St. (C. B. Clark, Jr.)

749. Davis Pharmacy
150 Main St. (D. R. Davis)

1135. Martin General Hospital Pharmacy
Liberty St. (W. A. Williams)

WILMINGTON—New Hanover County

1468. Cape Fear Pharmacy
5307 Wrightsville Ave.
(J. C. Edwards)

963. Center Drug Co., Inc.
1706 Dawson St. (H. W. Greene)

1268. Coley's Pharmacy
615 Greenfield St.
(J. V. Thompson & J. P. Moore)

753. Futrelle's Pharmacy
129 Princess St. (A. G. Millican)

754. Green's Drug Store
109 Market St. (C. F. Green)

1199. Hall's Drug Store
421 Castle St. (J. M. Hall, Jr.)

1149. Henriksen's Pharmacy
4713 Oleander Drive
(H. E. Henriksen)

1219. Jarman's Pharmacy
16th and Market Sts. (G. L. Carroll)

751. Lane's Brooklyn Pharmacy
902 N. 4th St. (Luther White)

1401. Morton's Service Drug Store
802 Market St. (W. A. Morton)

1332. Professional Pharmacy
Cor. 10th & Grace Sts. (H. B. Sauls)

762. Saunders Drug Store
116 N. Front St. (A. D. Walker)

1493. Saunders Drug Store-Market St. Store
1608 Market St. (M. E. Morris)

878. Seashore Drugs
2603 S. Front St. (G. O. Tripp)

851. Shew's Drug Store
105 S. 46th St. (H. T. Bishop)

764. Southside Drug Co.
101 Castle St. (E. S. Benson)

1459. The Standard Pharmacy of Wilmington, Inc.
203 N. Front St. (L. A. Odom)

766. Toms Drug Co.
Front and Market Sts. (E. R. Toms)

1349. Turner's Drug Store
Bryants N. 17 (G. W. Turner)

1252. Walgreen Co.
226 N. Front St.
(V. J. Lindenschmidt)

904. James Walker Memorial Hospital Pharmacy
10th & Rankin Sts. (Coit Wright)

WILSON—Wilson County

768. Bissette's Drug Store No. 1
114 E. Nash St. (Paul Bissette, Jr.)

769. Bissette's Drug Store No. 3
132 S. Goldsboro St. (W. Y. Whitley)

1237. Fairview Pharmacy
Fairview Ave. (J. P. David)

770. Herring's Drug Store
211 E. Nash St. (N. B. Herring)

771. Morrison's Drug Store
121 N. Douglas St.
(B. P. Morrison)

773. Terminal Drug Store
408 E. Nash St. (T. J. Moore)

1259. Thomas Drug Store
303 W. Nash St. (H. G. Thomas)

774. Wilson Drug Co., Inc.
114 S. Tarboro St. (G. A. Eatman)

WINDSOR—Bertie County

776. Pugh's Pharmacy
King St. (E. S. Pugh)

777. Windsor Pharmacy Company, Inc.
King St. (W. B. Gurley)

WINSTON-SALEM—Forsyth County

1052. Acadia Pharmacy
301 Acadia Ave. (H. F. Pulliam)

778. Acme Drug Store
1427. E. Eleventh St. (I. B. Hall, Jr.)

1217. Andrews Pharmacy
1308 S. Hawthorne Rd.
(J. P. Andrews)

1272. Atlantic Pharmacy
301 N. Church St. (J. D. Quick, Jr.)

781. Bobbitt's College Pharmacy, Inc.
100 Lockland Ave. (E. J. Rabil)

783. Bobbitt's Pharmacy, Inc.
4th & Main Sts. (A. B. Bobbitt)

1331. Carolina Drug Store, Inc.
424 W. 4th St. (R. H. Dunlap)

809. City Memorial Hospital Pharmacy
1 Hospital St. (Virginia Caudle)

1066. Cox Pharmacy
College Village (R. O. Cox)

1363. Crescent Drug Co.
524 N. Trade St. (G. R. Talbert)

1067. Eckerd Drugs, Inc.
420 N. Trade St. (W. A. Simmons)

1387. Eckerd's of Winston-Salem, Inc.
240 S. Stratford Rd. (J. S. Holland)

1116. Economy Pharmacy
2500 N. Liberty St. (H. C. Mayberry)

1314. Flynn's Drug Store
11 E. Clemmonsville Road
(H. L. Flynn)

1408. Gordon Manor Pharmacy
4001 W. 1st St. (R. A. Russell)

793. Rufus Hairston's Drug Store
100 E. Church St. (R. S. Hairston)

939. Hutchin's Cloverdale Pharmacy
Cloverdale at Miller (J. A. Hutchins)

1364. Model Pharmacy
562. Patterson Ave. (T. R. Gatling)

788. Nissen Drug Co., Inc.
308 West 4th St. (C. B. McKenzie)

819. North Carolina Baptist Hospital Pharmacy
S. Hawthorne Rd. (E. W. Rollins)

1397. Ogburntown Pharmacy
4218 N. Liberty Ext. (W. M. Howard)

789. E. W. O'Hanlon, Inc.
402 N. Liberty St. (M. V. Williams)

1478. Old Town Pharmacy
Old Town-Rt. 1 (J. H. Wilson)

790. Patterson Drug Company, Inc.
112 W. 4th St. (L. M. Myers)

989. Professional Building Pharmacy, Inc.
2240 Cloverdale Ave. (H. S. Fox)

792. Read's Drug Co.
431 N. Liberty St. (H. H. Herndon)

1129. Kate Bitting Reynolds Memorial Hospital Pharmacy
1101 E. 7th St. (C. M. Neely)

795. Standard Drug Co., Inc.
504 N. Trade St. (K. W. Davis)

1273. Stonestreet Drug Co.
2230 N. Patterson Ave.
(D. H. Stonestreet)

1001. Summit Street Pharmacy, Inc.
454 West End Blvd. (W. A. Gilliam)

797. Swaney Drug Store No. 1
106 Old Lexington Rd. (M. B. Sloop)

801. Walgreen Co.
201 4th St. (L. E. Ferguson)

1197. Waughtown Drug Store
1201 Waughtown St. (R. F. Carswell)

802. Welfare's Drug Store
534 S. Main St. (S. E. Welfare)

804. The York Drug Company
441 N. Trade St. (Benard Davis)

WOODLAND—Northampton County

805. Parker-West Drug Co.*
(C. G. Parker, M.D.)

YADKINVILLE—Yadkin County

1231. Knight Drugs
(J. E. Knight)

1319. Yadkin Drug Store
Main St. (E. J. Mazzolini)

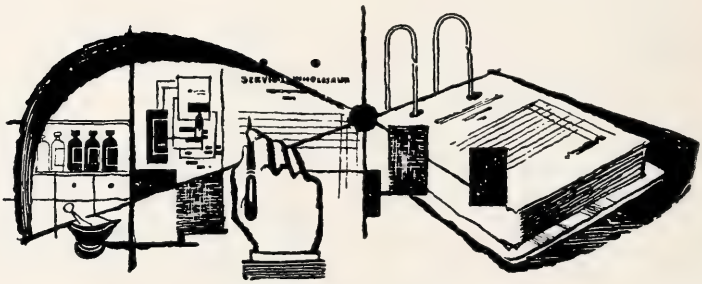
YANCEYVILLE—Caswell County

806. Yanceyville Drug Co.
(T. J. Ham, Jr.)

ZEBULON—Wake County

1285. Morgan Drugs
Arrendell Ave. (G. D. Morgan)

808. Zebulon Drug Company, Inc.
(E. C. Daniel)



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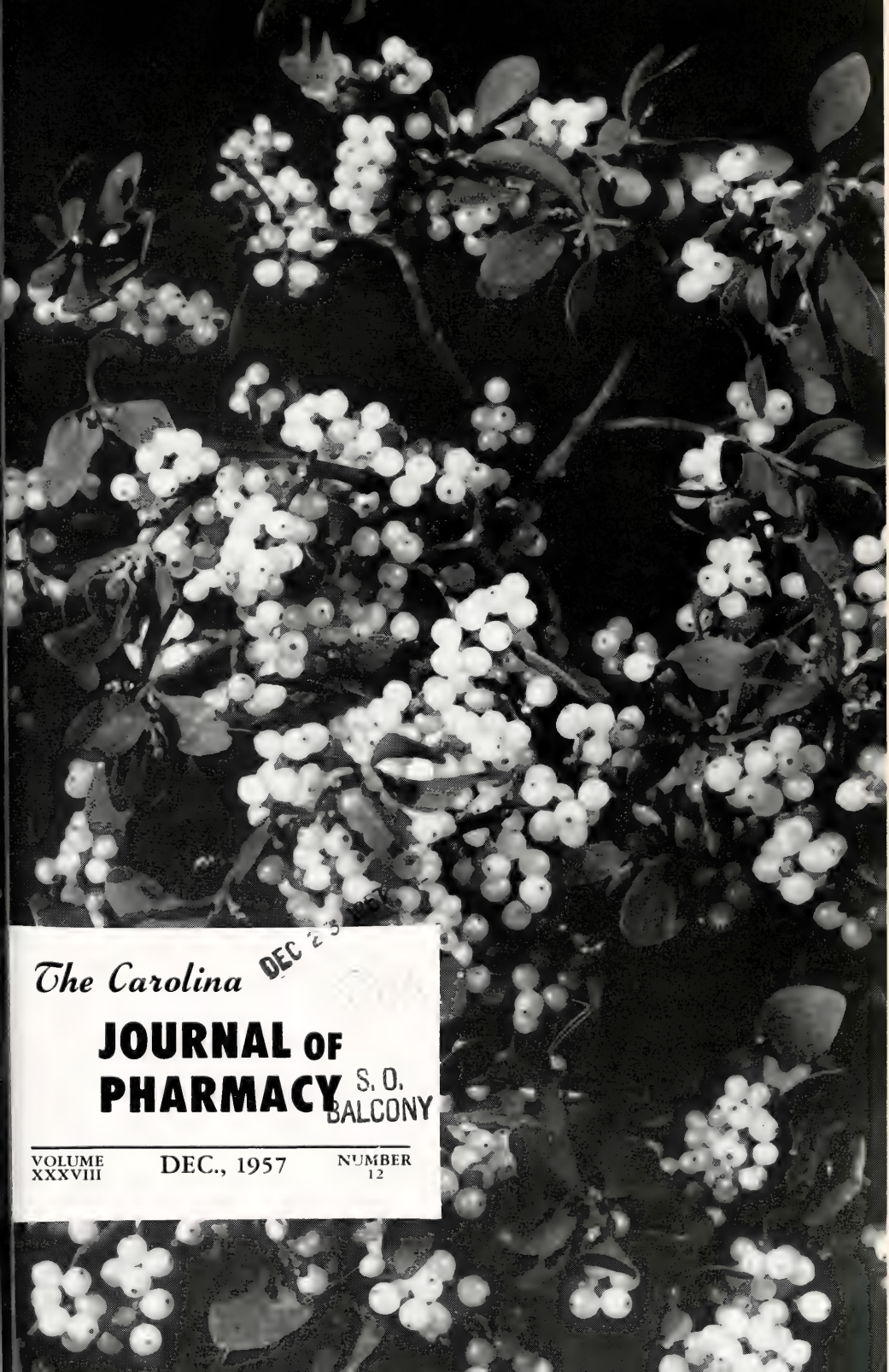

The Carolina

JOURNAL OF PHARMACY

VOLUME XXXVIII | DEC., 1957 | NUMBER 12

DEC 23
S. O.
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MI-CEBRIN

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Comprehensive Vitamin-Mineral Supplement Fits the Modern Market Picture

Today's prescription trend toward vitamin-mineral combinations is supported by sound scientific evidence. Nutritional supplements, such as those contained in 'Mi-Cebrin,' are helpful in promoting the nutritional well-being of people past forty.

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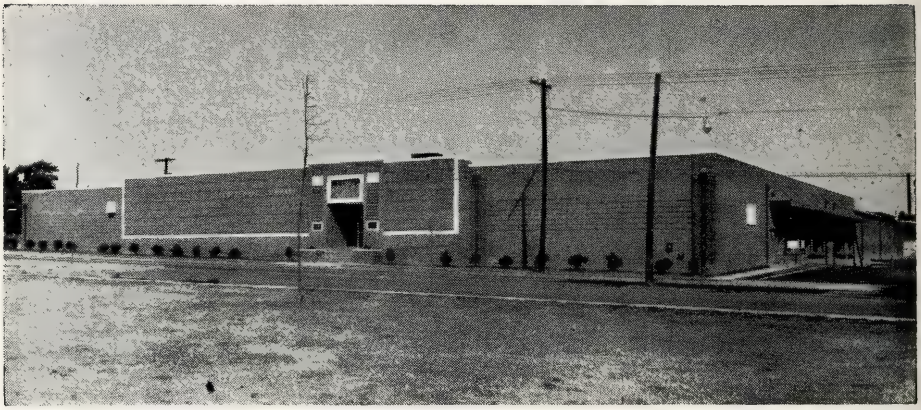

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JUSTICE DRUG COMPANY

Greensboro, N. C.

Dependable Service Since 1898

The Carolina JOURNAL OF PHARMACY

December, 1957

VOL. XXXVIII No. 12

★

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The Pharmacist Ponders His Problems

The ten districts meetings just completed under the sponsorship of the NCPA were, in each instance, highlighted by an "Open Forum" session during which time members of the Association were given an opportunity to discuss problems of mutual concern.

Originally, one hour of the program time was allotted to this part of the program. The nature of the questions and the interest manifested by those present necessitated overtime at most of the meetings.

Out of about fifty subjects discussed, we list ten—not necessarily the most important, but by way of giving JOURNAL readers a glimpse of the pharmacists' problems as seen by the pharmacist:

1. Is fair trade on its way out in North Carolina?
2. Will the 5-year pharmacy curriculum mean less pharmacists for the state?
3. It is ethically correct and professionally desirable for a physician to require the pharmacist to record content of prescription on label?
4. Acting as a commission agent, is it legal for a pharmacist to fill prescriptions for a soda shop, supermarket or other type of non-pharmacy outlet?
5. Can anything be done to induce manufacturers to supply retail pharmacies with sufficient samples of new prescription specialties to fill first prescription?
6. Is it ethical for pharmacies to give green or other trading stamps?
7. Is there any practical method of keeping prescription and store-wide inventory in line percentage-wise with sales?
8. How can we prevent some pharmacists from pricing prescriptions below the minimum fair trade schedule?
9. How is the uniform prescription blank project working out in Asheville, Charlotte, Greensboro, Durham, Henderson and other towns?
10. A majority of pharmacists indicate they want selling aids from their suppliers and pharmaceutical manufacturers. Why is it then that less than 10% of the pharmacists take advantage of these aids after they are made available?

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200 Pharmacists Attend District Meetings

Since completion of the ten NCPA-sponsored meetings, a number of favorable letters have come in from members of the Association, indicating not only appreciation for this additional service, but offering help in building increased attendance and member interest at future meetings.

The Association's executive committee, meeting in Durham on November 20, gave tentative approval to a repeat of the district meetings in 1958, although the final decision will be based on a survey now underway among the pharmacists who were present at the meetings this fall.

The first three meetings were held on successive days (Oct. 22-24) in Asheville, Salisbury and Charlotte. Then followed three meetings in Eastern North Carolina (Nov. 5-7) in Washington, Elizabeth City and Goldsboro.

The concluding meetings were held in Roseboro (Nov. 12), Fayetteville (Nov. 13), Winston-Salem (Nov. 19) and Durham (Nov. 20).

The program was essentially the same in all districts. The meeting was opened with an "Open Forum" (see editorial for some problems discussed), followed by a demonstration of the National Cash Register charge-posting register.

After dinner, three major subjects were covered during a session running about three hours: (1) Employee Compensation, Bonus and Incentive Plans; (2) The North Carolina Dental Formulary—Its Potential Impact on Rx Volume"; and "Master Salesmanship—A Challenge" by Frank Errigo of Parke, Davis & Company.

The ten district chairmen, who presided during the business sessions, all performed credit to themselves and to the members of their districts. They were James W. Harrison of Asheville, Edwin R. Fuller of Salisbury, G. E. Andes of Wadesboro, W. D. Welch, Jr. of Washington, W. B. Gurley of Windsor, B. R. Ward of Goldsboro, W. L. West of Roseboro, B. Cade Brooks of Fayetteville, Sam W. McFalls of Greensboro and T. J. Ham, Jr. of Yanceyville.

More than twenty pharmacists participated in the "Open Forum" sessions, a high light of the meetings. Originally scheduled for one hour, the sessions were so well received that, in most instances, "over-time" was authorized by the program committee.

Several pharmacists were inducted into The North Carolina Academy of Pharmacy during the series of meetings: Harold Vann Day of Spruce Pine, Wade Carter of Gastonia, David R. Davis of Williamston, Leslie M. Myers of Winston-Salem, Claude U. Paoloni of Greensboro, William P. Wells and Vollie A. Shore, Jr. of Durham, and H. G. Price of Raleigh.

Carl Bauguess, the new director of the UNC Pharmacy Extension Division, attended and spoke briefly at the district meetings beginning in Washington and concluding in

(Continued on page 612)

Cover Page

Wallace Patterson, Chapel Hill photographer, has captured one phase of the holiday season with this exceptionally artistic shot of a branch of mistletoe.

WANTED—Soda tables and chairs. State color, age or condition, shape (square or round), number for sale and price. FGO-S12.

FOR SALE—Well established drug store with good prescription volume. Excellent opportunity for ethical pharmacist. Owner retiring. PA-12.

FOR SALE—Drug store fixtures, including 100 feet wall cases, cash registers, showcases, etc. JR-12.

McDowell Commissioned Member of the State Board Of Pharmacy

N. O. McDowell, Jr. of Scotland Neck has been commissoned by Governor Luther Hodges as a member of the North Carolina State Board of Pharmacy to fill the unexpired term of H. C. McAllister of Chapel Hill, who resigned recently as a member of the Board.

The appointment came after his election and recommendation to the governor, by the members of the Board of Pharmacy. Mr. McDowell's term will expire April 28, 1959.

Mr. McAllister will continue as secretary-treasurer of the Board since, under the By-laws, it is not mandatory that this executive officer be a member of the Board, even though it is permissible.

The Board is composed of five members with Roger McDuffie of Greensboro as its president and Robert Neal Watson of Sanford, vice-president. Other members are Frank Dayvault of Lenoir and Moss Salley, Jr. of Asheville.

Mr. McDowell, who is 34, is in business with his father, N. O. McDowell, Sr., at McDowell's Pharmacy, Scotland Neck. He was graduated from the School of Pharmacy of the University of North Carolina and received his pharmacy license in 1944, after which he served in the Navy Medical Corps for two years.

He is a past-president of the Kiwanis Club and has been a member for the past year of the Scotland Neck School District Committee. He resigned this activity in order to devote more time to his duties with the Board of Pharmacy.

He is a member of the N. C. Pharmaceutical Association and also of the National Association of Retail Druggists.

He was married in 1945 to the former Kay Hodgson of Binghamton, New York and they have three children, Tommy, Linda, and Joseph Owen. They are members of the First Baptist Church of Scotland Neck.

Wins Gem Prize

Larry Watson of Womble's Drug Store, Plymouth, won the $50 cash prize offered by the American Safety Razor Company for the best state display of the No. 7864 Gem Razor Auto Handbook Offer.

Mark S. Lehr, N. C. representative for the Company, presented the prize to Mr. Watson.

New Spencer Pharmacy

Work is underway on a 40 x 100 foot building in Spencer to house Bailey's Drug Store No. 2. Self-service will be featured; there will be a drive-in prescription window.

N. O. McDOWELL, JR.

MDs-Pharmacists Discuss Mutual Problems

The pharmacists of Winston-Salem were dinner guests of The Forsyth County Medical Society on Tuesday night, November 12. About 40 pharmacists and an equal number of MDs attended the meeting.

In a panel discussion of mutual problems, the accuracy of telephoned prescriptions, prescriptions given to non-pharmacists, The Durham-Humphrey Law, Rx refills, counter prescribing and its dangers, 24-hour prescription service, substitution, hospital displays and new Rx specialities were covered.

Panelists were Dean E. A. Brecht, moderator; Robert Neal Watson, Gilbert Hartis, W. W. Taylor, Wade Gilliam and Dr. J. P. Davis.

DISTRICT MEETINGS

(Continued from page 610)

Durham. He outlined some of the aims of the Extension Division and exhibited plans for the new pharmacy building to be constructed at Chapel Hill.

Prizes were awarded to the pharmacists traveling the greatest distance within their districts to the district meetings. Top winner was Mrs. Sybil Skakle of Hatteras, who traveled 125 miles to the Elizabeth City (District 1) meeting.

In terms of percentage attendance to total district membership, District 1 (Elizabeth City) had the best record. Although attendance was limited at most of the meetings, the total number of NCPA members participating in all ten meetings exceeded the number who attend the annual NCPA conventions.

Entertainment, which followed the district dinners, was varied and well received by those present. It ran the scale from a play in Asheville, a vaudeville act in Fayetteville, baton twirling in Elizabeth City to songs by a 50-voice chorus in Goldsboro.

The audiences were charmed by the enthusiastic eloquence of Frank Errigo's urging to do something about the door to door peddlers of "food supplements." And, if the testimonials now being received are an indication of results accomplished, Frank has indeed done something to retain vitamins in their rightful home.

President and Mrs. Mrs. C. D. Blanton of Kings Mountain were present at all the district meetings. They visited sections of the state entirely new to them; met many members of the Association who do not get an opportunity to attend the state conventions.

Wins Outboard Craft

By placing second in the national "Good Health and Good Grooming Contest" sponsored by the Mennen Company, Pharmacist Alvis B. Gilliam, Jr. of Reidsville was named winner of a 14-foot Yellow Jacket "Fury" outboard runabout.

Recent Contributions to the Institute of Pharmacy

We gratefully acknowledge the following donations to the N. C. Pharmaceutical Association—items for use or display in the Institute of Pharmacy:

A cherry coffee table with leather insets. Contributed by Mr. and Mrs. W. A. Ward of Swannanoa.

An inscribed sterling silver bowl. Contributed by Mrs. I. W. Rose of Chapel Hill.

Two pearl cluster pins joined with a gold chain. One pin has shield (UNC Rx '17) with pearls; the other has pearls and rubies with "SPS" (Simpson Pharmaceutical Society) in center. Contributed by W. B. Gurley, Windsor.

Pocket size (in silver case) Dr. C. H. Fitch's Prescription Scale, dated September 29, 1885. Weighs up to 20 grains. Contributed by W. B. Gurley, Windsor.

A 32-volt, silver finished electric mixer mounted on marble base. Very rare. Contributed by Aubrey Early, Whiteville.

BIG NEWS IN THE TETRACYCLINE FIELD!

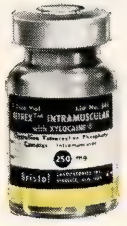
For the first time...a practical intramuscular dosage form producing significant 24-HOUR BLOOD LEVELS with a SINGLE INJECTION

Tetrex®

TETRACYCLINE PHOSPHATE COMPLEX U.S. PAT. NO. 2,791,609

INTRAMUSCULAR '250'

WITH XYLOCAINE



Thanks to the unique solubility properties of TETREX – the original tetracycline phosphate complex which produces faster, higher, more prolonged blood levels – maximal dosage can now be incorporated in minimal injection volume. RESULT: *a single intramuscular injection can provide significant tetracycline blood levels for 24 hours.*

TETREX Intramuscular '250' – in keeping with its tremendous potential–is being intensively promoted right now to the medical profession. The need is self-evident; the product is unique. So be prepared for a faster, higher, more prolonged prescription demand.

Make sure – right now – that your stock is adequate for all requirements

Each vial (to be reconstituted with 1.6 cc. of sterile water or normal saline) contains:

TETREX (tetracycline phosphate complex) .....**250 mg.**
(tetracycline HCl activity)

Xylocaine* hydrochloride ..... **40 mg.**
plus magnesium chloride 46 mg. and ascorbic acid 300 mg. as buffering agents.

*® of Astra Pharm. Prod. Inc. for lidocaine.

BRISTOL LABORATORIES INC., SYRACUSE, N. Y.

UNC School of Pharmacy Enrolls 77 New Students

The School of Pharmacy of the University of North Carolina accepted 77 new students in September 1957. 61 of these students were first year students and 16 were transfers given second year standing.

Reading from left to right, first row: Henry Baxter Ridenhour, Salisbury; Donald Judd Smith, Pilot Mountain; Scottie Jeanette Hanna, Hickory; Elizabeth Ann Bills, Valdese; Mary Powell Hall, Oxford; Jo Anne Hardin, Boone; Sarah Upchurch, Greenville; Barbara Bell, Statesville; Patricia Ann Page, Henderson; Catherine Bolton, Rich Square; Jacqueline Womble, Durham; Dorothy Reaves, Fayetteville; James Kesler, Greensboro; Tommy Gibson, Goldsboro.

Second row: Walter Lyndo Tripp, Ayden; Bruce W. Honeycutt, Franklinton; Charles Howard Hood, Lillington; James Jackson Horn, Lawndale; Eugene McDonald, Reidsville; Phillip Crouch, Asheville; James Ralph Hickmon, Wilmington; Howard Lutz, Vale; Ned Lyerly, Charlotte; Gus Neville, Spring Hope; Robert Parker, Southern Pines; James Edward Crouse, Sparta; William Osborne Corbett, Nashville; Ray Wilson Collette, Jr., Mocksville.

Third row: Ronald Tucker Tripp, Ayden; Paul Johnson Reeves, Jr., Hillsboro; Harold Griffin Usher, Asheboro; Adrian Clay Gupton, Louisburg; Hugh Lee Fulcher, Beaufort; Charles Farris Himes, Brevard; David Eugene Keever, Lincolnton; John Lowry Kennedy, Statesville; Charles Craven Bennett, Jr., Apex; Malichi Crowder Jones, III, Elizabeth City; Charles Lawrence Lazarus, Sanford; Richard Larry Cox, Sanford; John Richard White, Henderson; Samuel Stephen Goodwin, Monroe; William Sidney Harmon, Ahoskie.

Fourth row: James Thomas Brown, Jr., Goldsboro; Terry Julian Pickett, High Point; George Collins McLarty, High Point; Ted Murray Culp, Pineville; Tony David Gentry, Yadkinville; Norwood Pitt Blanchard, Jr., Wallace; Lucious Melvin Lassiter, Jr., Kinston; Joseph David Runnion, Marion; Jesse Van Putnam, Kings Mountain; Terre Milton Smith, Reidsville; James Paul Sheets, West Jefferson; Barry Max Bell, Gastonia; Robert Layton Barbour, Burlington; Ray Charles Fletcher, Valdese; Stover Hill Chambers, Charlotte.

Fifth row: William Haywood Bunch, Edenton; Jerry Howard McNeill, Robbins; Donald Vance Peterson, Wilmington; Gilbert Kent Bess, Sylva; Robert Milton Morris, Wilmington; James Lee Cochran, III, Albemarle; Sanford Scott Price, Clinton; Howard Welda Creech, Selma; Norman George Bowen, Roxboro; Kent Loewe Huffman, Winston-Salem; Charles David Bell, Winston-Salem; William Sloan Farrior, Warsaw; Lynwood Daughtry, Princeton; Lloyd Ernest Davis, Chapel Hill; Linwood Eugene Baird, Franklinton; Van Darwin Weaver, Spring Hope.

SMITH WHOLESALE DRUG CO.

SPARTANBURG, S. C.

A Young and Growing Service Wholesale House,
Owned and Operated by Registered Pharmacists

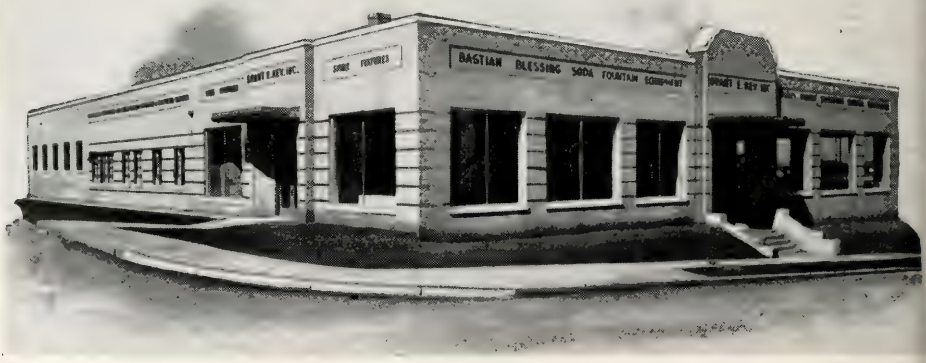
We Appreciate Your Business

GRANT E. KEY

GRANT E. (ED) KEY, JR.

J. VERNON KEY

Seasons Greetings



GRANT E. KEY, INC.

Manufacturers — Distributors

LYNCHBURG VIRGINIA

Pharmacy Violation

Court Issues Restraining Order

The North Carolina Board of Pharmacy in a Civil Action under the provisions of Section 90-85. 1 of the General Statutes of North Carolina sought in the Superior Court a permanent restraining order or injunction to restrain certain persons from continuing illegal practices involving the filling of prescriptions by persons not being licensed as a pharmacist or as a registered assistant pharmacist and not acting as an aid to and under the supervision of a licensed pharmacist or registered assistant pharmacist.

The facts in the case as presented to the Court were, briefly, that the defendants were not licensed as pharmacists or registered as assistant pharmacists and at the time of the alleged violation held no certificate of qualification or authority of any kind or nature whatsoever to practice pharmacy in the State of North Carolina; that the defendants, one the owner and the other an employee, were in a store which was one of three owned by the same individual; that at the time of the alleged violations there were at least two registered pharmacists on duty in at least two of the other stores and that at all times there was telephone and messenger delivery service available between each of the three drug stores; that at the time complained of, a paper writing was presented to the defendant, the employee of the owner, while the registered pharmacist in charge of the prescription department was temporarily off the premises; that said paper writing purported to be a prescription calling for Luminal gr. ss#30, one tablet two-three times a day for nervousness; that the defendant proceeded to fill the prescription according to its terms for delivery to the bearer without consulting either of the other two registered pharmacists who were on duty at each of the other two stores owned by the other defendant, and the acts of the defendant consisted of the taking of a number of tablets from a large size container labeled with the trade name of the said tablets and placing them in a smaller container, affixing thereto directions as contained on said prescription for delivery to the customer.

To fill the prescription as presented the defendant did not have to compound or prepare the contents from a combination of ingredients but merely counted out tablets which had previously been prepared by the manufacturer thereof and placed in a large container and duly labeled and the defendant had over fourteen years experience in filling and compounding prescriptions as an aid to and under the supervision of a registered pharmacist in the drug store in which he presently works.

The Court found that the tablets called for in the prescription are a drug within the meaning of the use of that term in Sections 90-71 and 90-72 of the General Statutes of North Carolina, and that the defendants, one as an employer and the other as an employee, had violated the law in that the employer had caused or permitted the acts to be done by his employee, and the employee had actually performed the acts complained of. It was further found that there was a registered pharmacist employed at this store at the time of the acts complained of, and further, that as contended by the defendant, many other stores in and around this territory and throughout the State had permitted such conduct over a period of many years, however, that the Board of Pharmacy had taken action in cases coming to its attention in which it could be established that the pharmacy laws were being violated.

That upon the foregoing facts the Court found and concluded as a matter of law:

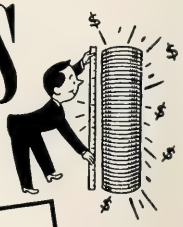
(a) That the dispensing and sale of the ready prepared tablets under a trade name or brand by the taking of a small quantity thereof from a larger container and placing them in a smaller container for the purpose of delivery to the ultimate consumer is such

(Continued on page 652)

you know, BUT...
do your clerks know?

larger unit sales mean

BIGGER PROFITS



display and sell the "FAMILY PACK"

50 POWDERS
or
100 TABLETS

...a better value for your customer!

Local-Sectional Club Officers Meet

Under sponsorship of the N. C. Pharmaceutical Association, a meeting was held recently in Chapel Hill of the presidents of local and sectional pharmaceutical organizations of the state.

Purpose of the meeting was to permit the officers an opportunity to exchange ideas on legal and financial problems of special interest, guest speakers, publicity, program planning, parliamentary procedure, organization of committees, solicitation of memberships, community services and fund-raising projects.

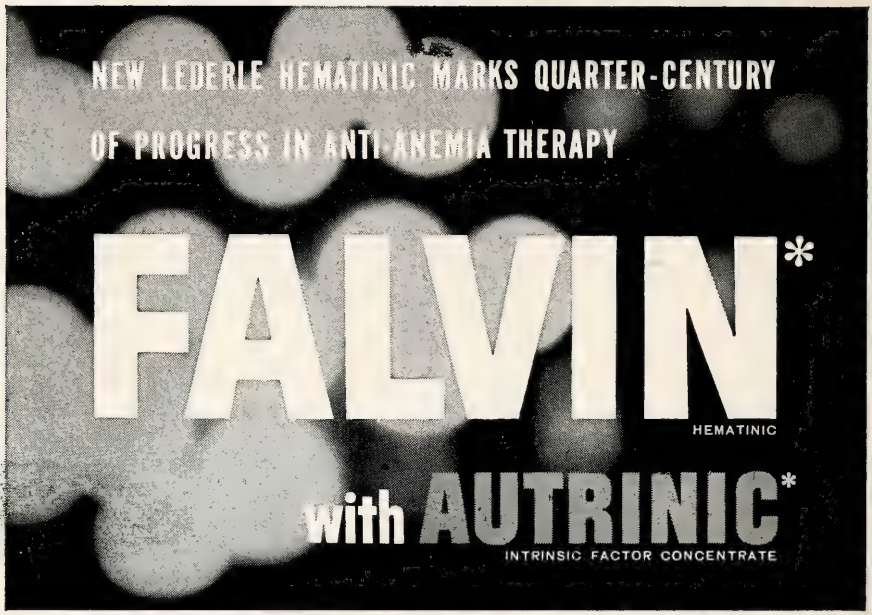
Dues vary from $5 a year to $5 a month. In Henderson (Vance County Club), member stores pay $5 a month, mostly used for club-sponsored ads in local paper to inform the public of pharmacy open each week (one pharmacy remains open to 9 each night, others close at 6).

Some of the officers expressed enthusiasm over the success of the uniform prescription project. In some instances, the uniform plan has reduced Rx blank costs per store from $500 and upward a year to less than $75.00.

Some of the officers attending the meeting are pictured below.

Seated, left to right: E. W. Woolard, Vance County Drug Club, Henderson; R. O. Cox, Winston-Salem Drug Club, Winston-Salem; Mrs. Jean Provo, Wake County Pharmacists Society, Raleigh; and B. Cade Brooks, Cumberland County Drug Club, Fayetteville.

Standing, left to right: NCPA Secretary W. J. Smith, Chapel Hill: M. M. Edmonds, Greensboro Drug Club, Greensboro; John T. Stevenson, Northeastern Carolina Drug Club, Elizabeth City; and John A. Ranzenhofer, Greensboro Drug Club, Greensboro.



FALVIN FEATURES AUTRINIC—LEDERLE'S NEW INTRINSIC FACTOR WHICH PRODUCES HIGHER SERUM B_{12} LEVELS THAN INTRINSIC FACTOR CONCENTRATES NOW IN COMMON USE OR VITAMIN B_{12} ALONE.

NOW—HIGHER SERUM B_{12} LEVELS FOR A BETTER PATTERN OF RESPONSE IN ANTI-ANEMIA THERAPY.

- **BETTER GASTROINTESTINAL RESPONSE.**
- **BETTER NEUROLOGIC RESPONSE.**
- **BETTER HEMATOLOGIC RESPONSE.**

FALVIN IS INTRINSICALLY BETTER. THIS IS A NEW, HIGH VOLUME PRODUCT. STOCK NOW! FALVIN IS BEING HEAVILY DETAILED AND ADVERTISED TO THE MEDICAL PROFESSION!

FORMULA:
Each Capsule contains:

Autrinic* Intrinsic Factor Concentrate with vitamin B_{12}	1 U.S.P. Oral Unit
Ferrous Sulfate Exsiccated	300 mg.
Ascorbic Acid (C)	75 mg.
Folic Acid	1 mg.

DOSAGE: *Two Capsules daily*
No Prescription Required

BOTTLE OF 60 . . . . 3.18 price to retailer

BOTTLE OF 500 . . 24.54 price to retailer

LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, N.Y.
*Reg. U.S. Pat. Off.

Parke, Davis Wins Important Test Case

The 600 plus products manufactured by Parke, Davis & Company are available to the public through retail pharmacy outlets. The U. S. Government, charging P-D with violation of the anti-trust law, brought the company into Federal Court in an attempt to force Parke, Davis to sell its medicinal products to non-pharmacy retailers.

The case has now been decided in favor of Parke, Davis, and, incidentally, as we see it, in favor of the public, who is entitled to obtain its medication from responsible sources.

"We have believed and still are convinced," says a spokesman for Parke, Davis, "that medicines should be dispensed only where registered phramacists are on duty."

With all sorts of retailers setting themselves up as distributors of potent drugs, with little or no knowledge of their medicinal action, it is refreshing to see one of our ethical pharmaceutical manufacturers reaffirm its traditional position of selling its products to licensed pharmacies

Parke, Davis was not alone in this case Actually, the distribution policies of all our ethical pharmaceutical manufacturers were on trial. Had the decision been otherwise, a lot more so-called prescription items would be winging their way out of your pharmacy to grace the shelves of the supermarket and what-have-you.

Welsh Appointed to Sales Staff of Wyeth Laboratories

Olin H. Welsh, Fayetteville, N. C., has been appointed to the sales staff of Wyeth Laboratories, Philadelphia pharmaceutical concern, according to Stuart V. Smith, vice president.

Welsh, who was formerly associated with Hoffman-LaRoche, Inc., was graduated from the University of North Carolina. During World War II he served with the U. S. Navy.

He is a member of the North Carolina Pharmaceutical Association.

His headquarters with Wyeth will be in Fayetteville. He resides at 1101 Mulberry Street.

Tyson Appointed District Manager

Mr. Claude B. Tyson, Jr. has been appointed District Manager of the Grand Rapids District, Chicago Region, by Lederle Laboratories Division, American Cyanamid Company, it has been announced by Mr. C. K. Piercy, Domestic Sales Manager.

Mr. Tyson was formerly assistant field manager of Sales Education at Pearl River, N. Y. He joined Lederle in May, 1948 as a Medical Representative in the Southeast Region and served there until 1956. He received his B.S. Degree in Science from Wake Forest College, North Carolina. Mr. Tyson served in the U. S. Navy as a Lieutenant from 1942 to 1946.

* * *

Eli Lilly MSR H. J. Barnes of Norfolk addressed a recent "ladies night meeting" of the Elizabeth City Lions Club. Contributing factors leading to "heart disease" was the general subject covered by Mr. Barnes in his talk.

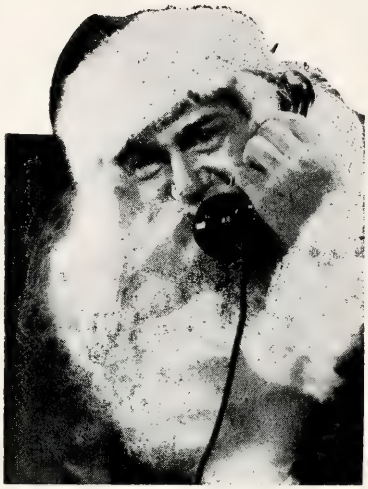
Cold weather is the season for

Do you have an adequate stock?

Last Fall and Winter new sales records were set for Soltice Quick-Rub. This year even these records will topple as the demand continues to grow for this new greaseless, stainless rub that gives FAST relief to cold misery.

Soltice . . . a popular item in the Summer for the relief of sore muscles, tired feet, non-poisonous insect bites, etc. . . . is a best seller throughout the cold season. Do you have an adequate stock? If not, mail your order today. It'll get prompt attention.

THE CHATTANOOGA MEDICINE CO.
Chattanooga, Tennessee



Seasons Greetings

FROM NORTH CAROLINA'S TWO LARGEST AND BEST EQUIPPED PHOTO FINISHING PLANTS

MASTER PHOTO FINISHERS' DEALERS' ASSOCIATION MEMBER
"Remember the Day With Snap-Shots"

B & H PHOTO COMPANY
419 East Trade Street
Charlotte, N. C.
Phone: Edison 3-5406

FOISTER-PALM PHOTO SERVICE
161 East Franklin Street
Chapel Hill, N. C.
Phone 3171

Prescription Prices in 61 WNC Pharmacies

JAMES W. HARRISON, Asheville
Chairman, Public Relations Committee

A condition that sees a wide divergence in the prices charged for identical prescriptions puts thoughts in the minds of the public that bodes evil for pharmacy. What is Mrs. John Public to think when she learns that pharmacy A is charging $1.25 for the identical prescription she can get for 50¢ at Pharmacy B? For that matter what does she think if she is charged 50¢ at Pharmacy A and then is asked $1.25 for the same prescription at Pharmacy B. Either way, she is, being human, almost compelled to believe she is being victimized. She does not care a whistle that the pharmacist who prices at $1.25 is probably right and fair, that the pharmacist who prices at 50¢ is losing 51¢ by pricing at a below break-even price.

Some of the best (and the worst) advertising the pharmacist gets has its genesis around the bridge table or over the backyard fence. Mrs. John can plant a seed in the mind of her friend or neighbor that grows up to haunt the pharmacist. It can grow to bear fruit for his table or it can grow to stunt his prestige.

It has been proved by many surveys there is sometimes such a divergence in prices in adjacent or distant pharmacies for the same prescription as to seem absurd. Frequently the same pharmacy has different prices for the identical prescription. Here is an example we hope is a rare exception instead of commonplace: Three different people brought in the same identical prescription to the *same pharmacy, the same morning.* Three different pharmacists in this same pharmacy priced these three prescriptions at three different prices with a difference of $1.20 between low and high. The conditions governing the dispensing were identical except for a slight difference in the time used. Obviously this is a faulty method of pricing and indicates the lack of any sort of pricing system. Even a general or skeleton pricing system would be an improvement.

During the last week of August the Western North Carolina Drug Club planned a Prescription Price Survey for its September meeting. For this purpose a committee composed of this writer and W. T. Sisk, president, sent out a list of 31 prefabricated prescriptions requesting the following information: prices charged for each; whether or not this price was lower than normally charged due to competitive or other conditions.

The returns were handled in such a manner as to insure the strict anonymity of each pharmacy replying. These returns were arranged as from three categories, namely: local (Asheville); west and north of Asheville; south and east of Asheville. 150 questionaires were sent out. 61 returns were received which is 40.67%, somewhat exceeding the percentage usually expected in such requests directed to busy pharmacists. This return enabled the committee to get a workable set of averages, although a greater percentage of returns would have possibly made fairer criteria.

Purpose

The entire aim of the project was altruistic. There was not, nor is there, any intention or desire to arbitrarily usurp the prerogatives of any pharmacist by saying or intimating, for instance, "Jack, you should get this or that for this prescription," or "You should use Joe's pricing system," or "You should do this because. . . ."

Each operator capable of guiding a prosperous enterprise is nothing if not an individualist. This is as it should be. He will, if at all anlytical, price his prescriptions according to the particular and peculiar conditions that affect his own operation. This also is at it should be.

However, there are certain facts we sometimes gloss over as having no bearing on act-

(Continued on page 650)

Upjohn

best-seller for 28 years!

Cheracol*

Each fluidounce contains:

Codeine phosphate . . . . . 1 gr.
Chloroform . . . . . 2 grs.
Potassium guaiacolsulfonate 8 grs.
Ammonium chloride . . . . . 8 grs.
Antimony and potassium tartrate . . . . . 1/12 gr.
Alcohol 3%
With white pine and wild cherry bark

Supplied:

Bottles of 2 and 4 fl. ozs., pint, and gallon

*Trademark, Reg. U. S. Pat. Off.

The Upjohn Company, Kalamazoo, Mich.

TAR HEEL DIGEST

James E. Walters has closed the Walters Drug Store, Morven, and is now employed by the Cochran-Ridenhour Drug Company, Mount Gilead.

* * *

Students of the Needham Broughton High School, Raleigh, heard about "Pharmacy as a Career" on December 4 from two pharmacists: Rupert Cox of Raleigh and Carl T. Bauguess of Chapel Hill.

* * *

Dr. and Mrs. Walter Hartung of Richmond visited friends in Chapel Hill the latter part of November. While in the area, Dr. Hartung attended sessions of the American Chemical Society meeting, which was held in Durham at Duke University.

* * *

Dr. John Andrako, formerly of the faculty of the UNC School of Pharmacy but now on the staff of the School of Pharmacy, Medical College of Virginia, also attended the ACS, meeting in Durham.

* * *

G. R. Talbert of Winston-Salem transfers to Salisbury as a pharmacist employee of The Medical Center Pharmacy.

* * *

Rufus Shaw of Scotland Neck has accepted a position as pharmacist with the Harrison Drug Company, Greenville. For a number of years, Mr. Shaw operated the North End Drug Store of Scotland Neck.

* * *

David Claytor, Medical Center Pharmacy, Greensboro, gets some much-needed assistance with the arrival of Pharmacist Floyd Evans. Prescription volume at the Medical Center Pharmacy has shown a significant growth during the past twelve months.

* * *

Tyson's Plaza Drug Company of Greensboro, owned an operated by Jesse Tyson, has a new employee but one well known throughout Guilford County—Lon Russell. During the war years, Lon operated his own pharmacy, but in recent years, he has confined his activity to "selling," preferring to let others do the "managing."

* * *

A remodeling program has been completed at Smith's Drug Store, Shelby. New fixtures have been installed in the drug and cosmetic section; the prescription department has been rearranged.

* * *

Another pharmacist joins the staff of pharmacists employed by Freeze Drug Store, Hendersonville: C. C. Oates, Jr., who for a numbers of years has been associated with the Justus Pharmacy of Hendersonville.

* * *

F. Jackson Andrews, former president of the Emerson Drug Company, has returned to North Carolina and is now making his home near Durham.

* * *

Shifts in the employment picture: Ollie Harrell from Roseboro to Economy Pharmacy, Winston-Salem; D. A. Thompson from Wallace to Doctors Building Drug Company, Salisbury; Robert T. Britt from High Point to Eckerds of Raleigh; C. Anthony Johnston from Greenville to Threewitts Drug Store, Littleton; and Rupert Cox from Eckerds of Raleigh to Rex Hospital Pharmacy, Raleigh.

* * *

Mr. and Mrs. F. O. Bowman left Chapel Hill the latter part of November for a free, all-expense-paid trip to Bermuda. The N. C. Bottlers Association, of which Mr. Bowman is the executive secretary, has scheduled a trip to Bermuda next year as a part of its annual meeting.

* * *

Mrs. Clyde Eubanks of Chapel Hill has been a patient at the North Carolina Memorial Hospital for the past two months.

Reaco

PHILOSOPHY: Maury Goldsmith of Belmont, Mass., calls himself "The drug store philosopher." He collects philosophical tidbits and passes copies around among his friends. Here's a piece he just sent me:

Take time to work. It is the price of success.
Take time to think. It is the source of power.
Take time to play. It is the secret of perpetual youth.
Take time to read. It is the fountain of wisdom.
Take time to worship. It is the highway to reverence.
Take time to be friendly. It is the road to happiness.
Take time to dream. It is hitching your wagon to a star.
Take time to love and be loved. It is the privilege of the gods.

(Reprinted from Dan Rennick's column in *The American Druggist*)

REACO PRODUCTS
P. O. Box 247
WEST DURHAM, NORTH CAROLINA

Give Yourself a

PROFIT BREAK

***by selling the* ADVERTISED LINE**

Sponsor Vitamin Ad

Fifteen-member stores of the Alamance Pharmaceutical Society joined in sponsoring a full page "vitamin" advertisement in *The Alamance News.*

To Head Merchants Association

Larry McAllister, manager of Wrike Drug Company, Graham, and brother of Board of Pharmacy secretary H. C. McAllister, has been elected president of the Graham Merchants Association for the coming year.

Rx Blanks Stolen

Recently stolen from Dr. A. G. Crumpler of Fuquay Springs: a medical bag containing 30 cc. Demerol, 30 cc. Morphine and about 100 prescriptions blanks, blue in color.

Since some of the blanks may be forged in the name of Dr. Crumpler to obtain narcotics, pharmacists are asked to call Federal Narcotic Agent John L. Kelly, Jr., Greensboro (Tel. Broadway 40255) when such is suspected.

Honored by Church

High tribute was paid A. V. Baucom of Apex in a recent bulletin of the Apex Baptist Church.

Mr. Baucom, who has the distinction of having operated a business in Apex longer than any other citizen of the town, was the owner-manager of a drug store from 1900 to 1946, at which time he went into the appliance business.

For sixty-one years Mr. Baucom has served in his church's choir; he is now an honorary deacon for life.

The bulletin concludes: "God bless you, Mr. Baucom, and may you have many more years of fruitful service ahead of you."

On Crutches

Two members of the Woman's Auxiliary are able to offer understanding consolation to each other. Mrs. Graham Culbreth of Southern Pines, as the result of an automobile accident, is getting about on crutches

Mrs. W. R. Viall of Pinehurst suffered a fall while shopping in Charlotte, resulting in a broken hip, and ultimately crutches as a means of locomotion.

Not daunted, however, the two of them, with Mrs. Culbreth at the wheel of the car, made a trip a few days ago. With their crutches stashed away in the back seat where they would be handy, they made a round trip of approximately 160 miles.

Paregoric Hounds

For a little humor I have a true story of one of my experiences to pass on to you. One of the "paregoric hounds" came in last week to make one of his purchases. "Friend," he said, "could I get a two ounce bottle of paregoric?" "Buddy" I said, "there was a fellow in here just about an hour ago and he said that he had a herd of horses with diarrhea and I sold him the last gallon of paregoric I had." You should have seen the size of this "hound's" eyes when I told him that. I got a great kick out of it, and I can just see him going into another drug store asking for a gallon of paregoric for a herd of sick horses.

EVERFRESH MAGNESIA

The Name at the Top—It's EVERFRESH

and . . . . The top Name among quality brands

Assures PROFITS

Assures DEMANDS

"The swing is definitely toward the brands the public knows."

ORDER TODAY

Thru Your Wholesaler

List price, $2.30 per dozen. Minimum Retail Price, 30¢ each.

The McCambridge & McCambridge Co.
6400 Rhode Island Ave. Riverdale, Md.

ANNOUNCING A NEW ANALGESIC COMPOUND

for moderate to moderately severe pain

Zactirin*

Ethoheptazine Citrate with Acetylsalicylic Acid, Wyeth

*Trademark

POTENTLY ANALGESIC
SAFELY NON-NARCOTIC
EFFECTIVELY ANTI-INFLAMMATORY

the effectiveness of codeine plus acetylsalicylic acid

in musculoskeletal pain—*effective*, *well-tolerated* . . . *free* of codeine's side-effects, *free* of addiction liability, *free* of appreciable drug tolerance

- Low-back pain
- Pain of bursitis, synovitis, and related conditions
- Minor traumatic pain
- Subacute postoperative pain
- Postpartum abdominal or perineal pain
- Pain secondary to dental infections or dental surgery

Wyeth®
Philadelphia 1, Pa.

DOSAGE: 2 tablets 3 or 4 times daily, depending on severity of pain and response, is the suggested routine dose (total daily dose not to exceed 8 tablets).

SUPPLIED: Distinctive, 2-layer yellow-and-green tablets, bottles of 48 (prescription required). Each tablet contains 75 mg. of ethoheptazine citrate and 325 mg. (5 grains) of acetylsalicylic acid.

YOUR COST: $2.00 (based on minimum direct order).

The better analgesic for bigger Rx business! Order your stock today!

Random Comments

By W. J. Smith

- A pharmacist was discussing the saving-habit of Fred, one of his infrequent cash customers. According to the pharmacist, the last time Fred pulled a five dollar bill out of his snap-top pocketbook, Lincoln blinked his eyes.

- Someone asked J. C. Jackson of Lumberton if he would take back unused prescription medication for credit or refund. "No," he replied, "I have a million dollars' worth of unswallowed pills out in my county . . . it would be financial suicide."

- We are going to miss Dean Tainter of Marion. When a constructive project was initiated, you could always count on Dean to do his part. One monument to his memory is the prescription pharmacy in Marion, rated in the top ten in the state.

- Pharmacist criticizes NCPA for its effort to maintain prescription medication in the "legend category." Says restrictions ought to be lifted, place more drugs in the "over-the-counter" bracket. Evidently this pharmacist does not know that the switch to over-the-counter status is the first step in the direction of sale in supermarkets, filling stations and by the door to door salesman. His membership is misdirected; he ought to join the grocery association.

- Most amusing incident that took place at the district meetings was when a speaker, making like a rooster at dawn, was interrupted in the midst of his talk by a firm rap on an adjoining wall—"please be quiet."

- Trend that ought to be nipped in the bud: the increasing practice of some physicians in requiring the pharmacist to list contents of prescription on label with directions. We can understand this eliminates some record-keeping on the part of the physician; it also encourages the patient not to return to the physician; to practice self-medication.

- Carnival opened in an Eastern North Carolina town. Soon nearby pharmacists were besieged with calls for " a family size bottle of paregoric."

- Pharmacist commenting on the number of new prescription items being introduced each year: "Let 'em come. New Rx items mean new prescriptions for me, and that's what I am after. Let me worry about the inventory."

- Hobby (stamp collecting) pays off for a Tar Heel Pharmacist. Stamps costing the pharmacist $37.50 a few years ago now are valued at better than $4,200. An employee of a pharmacy near Charlotte has some rare pennies which he says will provide a college education for his daughter.

- Collections are slowing up, particularly in Eastern North Carolina, presumably due to the 50 million dollar drop in tobacco dollars. One pharmacist we know who has better than 800 active accounts bills the latter part of the month. He rebills if the account is not paid by the 10th; personal notes go out on the 25th. As a result, losses are kept to less than one-half of one percent.

  But what about the customer who, after taking care of the car payment, the TV payment, the landlord and others, has a flat pocketbook? Letters and personal appeals are lost on such an individual.

- Californa pharmacist writes: "We deduced that if a pharmacist filled 40 prescriptions daily, each containing only one ounce of plain tap water drawn out of the faucet, and charged $1.09 or $43.60 for the 40, the department would lose money. If the store had two pharmacists and they filled 80 prescriptions a day, the store would lose more money."

- Neatly lettered and prominently displayed in a prescription department, this sign: "WE DESPENCE WITH ACCURACY."

PROGRESS AND PILLS

(Editorial in *The Raleigh News and Observer*)

So much change has taken place in the whole business of prescriptions, so far as doctors and pharmacists are concerned that more of the benefits of the change should be shared with the public.

Once upon a time, doctors, learned in pharmacology, wrote in Latin prescriptions which pharacists compounded from jars of various drugs. Today, the prescriptions look the same, but they only call the druggists' attention in most cases to preparations already compounded by drug houses far away. The filling of prescriptions is, to a large extent, only the business of taking pills out of a big jar and putting them in a little one.

So far as the purchasing public is concerned, however, the little jars and boxes only bear a label showing that they were prescribed by Dr. Soandso at such and such at time and a cryptic prescription number. Perhaps the patient doesn't need to know what he is taking. He takes what the doctor ordered. But bye and bye, most of us have medicine chests loaded with half empty jars from a variety of prescriptions. We don't know what we've got and often get new prescripitions filled for pills we already have on hand.

Maybe there is no help for such a situation. Perhaps we ought not be take old pills for new pains, even if the pain and the pill are in each case the same. But in a time in which the ease and convenience of doctors and pharmacists are served by manufacturing druggists far away, patients would still be served by a little more plain and specific labeling. It may be progress that doctors no longer have to ask for the compounding of complex formulae and druggists no longer have to compound them. It would still help those who have to take prescriptions if this process, which has been so simplified for doctors and pharmacists, could be simplified for us, too. If the bottles only said what the pills were prescribed for, it would be easier to know what remedies we have before we add another bottle to the mysterious, modern array.

OUR

VERY

BEST WISHES

AT

CHRISTMASTIME

THE AMERICAN DRUGGISTS' INSURANCE COMPANY

Cincinnati 2, Ohio

Reply by John E. F. Hicks of Goldsboro

To the Editor: In regard to your editorial, "Progress and Pills," permit me to offer a few observations on this subject.

An investigation from any reliable source would show that the public shares a greater benefit from the changes that have come about in the prescribing and filling of prescriptions than either the doctor or pharmacist. The old time Latin prescriptions, compounded by mixing ingredients taken from various jars, were of very little value except for temporary relief of uncomfortable symptoms. Their actual curative powers were just about nothing. A patient with pneumonia rarely recovered, an attack of typhoid fever was usually a death sentence. Less than 50 percent of babies born survived to become adults. So much for the doctors learned in Pharmacology with their Latin prescriptions.

Today pneumonia is not often fatal, typhoid fever is almost unknown and over 90 per cent of all babies born live to become healthy adults. These changes have been brought about by intensive research in the laboratories of great pharmaceutical houses and medical schools. The products of these laboratories are found in the prescription room of any modern pharmacy.

The business of "taking pills out of a large bottle and placing them in a small bottle" is not so simple as it sounds. The pharmacist who fills these prescriptions must be a graduate of a standard school of Science. He must know that the prescribed medication is of good quality, that it has not lost potency due to improper storage, that the patient is fully instructed how to use his medicine in order that the results expected by the doctor will be obtained. He must know dosage, to guard against any error by the human being who prescribed the medicine. He must have a ready reference library available to physicians to keep up with about 450 new remedies offered to the medical profession each year.

As for stating on the label of a prescription what it is good for is not simplified to the doctor or pharmacist, so how could it be for the patient? Would it be simple for the patient if the label read "this is X antibiotic effective in a broad spectrum of gram positive bacterial infections?"

As for leftovers in your medicine cabinet, there should be only first aid medicines there, familiar to any Boy Scout. Other medicines left over should be destroyed.

Warrant Issued

The State Board of Pharmacy has signed warrants against Joe Flake of Charlotte charging him with compounding prescriptions without a license.

Tells of Life with Reds

Reinhart Mueller, High Point pharmacist and graduate of the School of Pharmacy, University of North Carolina, in a recent talk to members of the Sertoma Club, told of his escape from Danzig and the life of a person under the domination of the rulers of the iron curtain country.

A Merry Christmas

and

A Happy and Prosperous 1958

PEABODY DRUG COMPANY

305 W. PETTIGREW STREET
DURHAM, NORTH CAROLINA

Manufactured exclusively
in North Carolina
Since 1910

B. C. Remedy Co. DURHAM, NORTH CAROLINA

Christ, The Founder of Modern Business Principles

By A. H. CORNWELL

Bruce Barton, an American advertising executive born in 1886, in his book "The Man Nobody Knows," a best seller published in 1925, gives a simple, clear picture of the teaching of Jesus as related to business today and pictures Him as the forerunner of the successful businessman. This paper is in part a review of several chapters in this book. Some of the language is Mr. Barton's.

The life of Christ is without question the greatest success story of all times. If this paper were being given or read to a nonbeliever, it would be necessary to give a more complete explanation of His life as a success story. However, Christ's spiritual teachings are well known and accepted by all Christians. These truths are as vivid and applicable today as they were when He taught His desciples on the shores of Gallilee. To some, the facts set forth by Jesus have only spiritual value and therefore lose their meaning in the rush of ordinary, daily tasks. If, however, the teachings of Christ are looked upon from the standpoint of running a business and the everyday dealings with our fellowmen, it will become obvious that when His methods are applied to this area no improvements in them have been made.

When we think of Jesus today, we sometimes overlook the fact that He was not recognized as God's own during much of His lifetime. He, therefore, has to appeal to the people as a man. His mission, althongh not commonly thought of in terms of business, had to have the necessary qualities of leadership. It is His qualities of Leadership and His ability to apply these qualities that I wish to compare with some of the business methods used today. One might say that it was not necessary for Christ to show leadership as a man since He had all power. However, we must remember that He did not throw His power around or force His business on anyone. Another thought is

Periodic meetings of the owners and managers of the Cornwell Drug Stores are held, either in Morganton, Lincolnton or Shelby.

In addition to transaction of routine business, each meeting is highlighted by a talk by one of the chain's owners or managers.

At this Christmas Season, we think it particularly appropriate to present—Christ, The Founder of Modern Business Principles—a paper based on talk by A. Hal Cornwell of Lincolnton at a recent Cornwell owner-manager meeting.

to to consider God as President of His Kingdom and Christ as Executive Vice-President. God, seeing that an earthly need existed, sent Christ to fill this need.

His human appeal and thus the success of His business is based on the following human traits so evident in successful business operation today, namely: service, leadership, organization, physical strength, sociability and personal magnetism. Without these qualities and many more, the ordinary people certainly would not have tried to make Him their Earthly King.

Some may not wish to think of Christ as a businessman. However, He considered Himself as such. This is shown by one of His first printed statements. He told His mother in the presence of the Elders in Jerusalem that He had to be about His Father's business. Certainly He was not speaking of Joseph or carpentry work. Accepting this then let us look at His qualifications or the qualifications of any good, useful and successful businessman today.

Firstly, consider Him as an Executive. One quality of an executive or salesman is to have the faculty to say the right thing

(Continued on page 635)

"ME...a hard luck guy?

...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

CHRIST, THE FOUNDER

at the right time, as well as the ability to keep silent. Jesus always said the right thing or had the right answer. The best example of this is, "Render unto Caesar the things that are Caesar's and to God the things that are God's." On silence—late one afternoon, the time of the day when weak are weaker and the strong are stronger; the period of the day when little things are bigger and annoyance is cheap, Jesus and His disciples after an all day's walk were refused lodging in a small village. His disciples wanted Him to send fire from Heaven and destroy the place. Jesus said nothing. He simply picked up His garments and led the way to the next village. He realized that being refused accommodations was no lasting disadvantage and certainly not worth an argument with His disciples or the village people. In His mind as compared with His principle purposes the thing was too petty for comment. It is very easy to argue about anything and many times feeling develops over some petty instance that could have been avoided had one party or the other had executive ability enough to keep silent. A relatively modern example of this is the time when Secretary of War, Stanton, called President Lincoln a plain fool. The great man's only comment was, "Stanton is usually right."

An Executive must be sold on his business and have the self assurance to follow through. No one has been more sold on his business than Christ. Not only did He defy all the authorities and politicians of His day but also allowed Himself to be nailed to a tree for His cause or His business. He knew by this and His resurrection which followed that His business would go on forever.

Sincerity and faith in the importance of one's business—without sincerity there is no personal magnetism; without faith there is no visible goal. Success comes slowly to one who always thinks he sees a greener pasture. Jesus knew His goal and by His faith and sincerity of purposes He drew people and customers to Himself and thus His business. His convictions were certainly a principle element in His success.

Another point of interest in considering Christ as an Executive was His ability to pick men.

When Jesus picked His disciples, He did not select well known leaders of His day. Rather just the opposite. Matthew is perhaps the only one who was known publicly. The rest of the group were very ordinary people. What did He see in them? He must have reasoned that they were men who could be taught. He felt that they could carry on His business after His death. Certainly none of them, with the possible exception of Judas, carried a chip on his shoulder. He wanted team men. He know that no big shot could be a team man and that He picked His personnel among the hard working humble people. The progress of His business as continued by His disciples is evident to us today. "He seemed to see in men power of which they themselves were unconscious" and He had the patience to train them.

How did he advertise? In the light of so much dishonesty in advertising today, particularly in the drug field, this is an interest-

(Continued on page 636)

℞ BOXES AND LABELS

E. N. ROWELL CO. INC.

BATAVIA, N. Y.

Representative

M. C. GRIER

1110 Ann Street

Monroe, North Carolina

Telephone 1353-L

ing thought. Almost every program on TV is advertising that we sell. What they say may not be altogether dishonest, but to say the least their claims are exaggerated. Christ's advertisements were certainly honest. He had no false claims nor did He try to confuse the people. The principle product He advertised was service. He was the first and the Master of this advertising appeal. All His work was for someone else. His sermons were in substance an explanation of His service. His healings, cheer to the poor, feeding the hungry were His advertisements more than His words. When He used words He had the unique perception to know that people are first interested in themselves and second in other people. Hence He spoke to the people in parables or a story about themselves or other people—not in the form of gossip but a story with a meaning. We who deal with people day after day and cry 'service' should study further what service really is when properly applied to daily living. So often we go about our work with one thought in mind—namely money. Money and net profit are of course necessary but if this is our only ambition the days will become much longer as we grow older. Jesus had the answer to this in His business when He said, "Whosoever will be great among you, shall be your minister, and whosoever of you will be the chief, shall be servant of all." In modern language be a good servant and you will be great; be the best possible servant and you will occupy the highest possible place.

Modern companies large and small employ the word 'service.' A large automobile concern's advertisements cry "We are great because of our service." It fails to mention its huge factories, thousands of men who make their product. Such advertisements as "The Drug Store of Service," "Service is our motto," "Call us day or night," etc—What do we mean when we use them? Are we trying to meet competition or is it really a part of our daily work? Pasteur, Dr. Salk, and hundreds of other great men certainly did not work first for money. Henry Ford based his original idea on service. He wanted to serve the masses by giving them something good they could afford. If he had set out to make millions he would have perhaps been satisfied with the first $100,000. The desire to serve forced him forward. Thomas Jefferson's epitaph at his request reads, "Author of the Declaration of Independence, Author of the Statutes of Virginia for Religious Freedom, Father of the University of Virginia." These accomplishments were what he considered real service. He could have added President of the United States, Secretary of State and Minister to France, but he elected to omit these. Emerson said in one of his essays, "See how the mass of men worry themselves into nameless graves, while here and there a great unselfish soul forgets himself into immortality."—a fine thought, but Jesus thought it first. Judas was just the opposite. He looked out for Number One.

What method did Christ use to sell His business?

Jesus had a sincere love for people. He knew what He wanted them to do was to their own advantage. His appeal therefore was from the heart. This was and is the

POWERS-TAYLOR
DRUG COMPANY
Richmond, Va.

Wholesale Druggists
Importers & Jobbers
Druggists' Sundries & Fancy Goods

We solicit your orders
Our experience of over 70 years
insures our ability to serve you
satisfactorily

secret of His success. Even the commonest man in a crowd felt that here was a friend. How necessary is this quality of Jesus in business today—any business, but it is particularly true in the Drug business. All day long we deal with people. If we are not sincerely interested in them our work is simply a process of exchanging merchadise for money. Jesus liked people so well and understood them so well that He could appeal to them in their own language—such as, "I will make you fishers of men." Fishing was a big business in Gallilee. They knew what he meant. "A sower went forth to sow." The people realized His point at once. We say to be a good salesman, "Put yourself in the other man's shoes. Talk his language." Christ was first to show the wisdom of this reasoning. He had something worthwhile to sell. The Jewish laws and customs in Jesus's day were hard to follow. The rituals and procedures made it almost impossible for the poor and weak to be satisfied. Jesus's merchandise was simple. He sold righteousness by faith instead of righteous by the law. Faith was His merchandise. He invited the frail and burdened to stand upright and look at God face to face. He called on all men to throw away fear and disclosed that even the commonest is equal to a king in the eye of God. He did not and does not get all the business, but His methods are being used today although we sometimes think of them as our own.

We have seen that Jesus stands out preeminently successful in methods which are available for modern businss.

1. Service to him meant service.
2. He knew how to organize.
3. He was physically strong.
4. He was sociable and likeable personally.
5. He said the right thing at the right time and knew when to keep silent.
6. He was sold on His mission or His business.
7. He was sincere and had faith in the importance of His business.
8. He knew how to pick men.
9. His advertisements were honest.
10. He understood human nature.
11. He was unselfish.
12. He had a sincere love for people.
13. He was humble and considerate.
14. He had something worthwhile to sell.

If these methods can become our methods, our business will continue to be sound and will have a meaning beyond the monetary thoughts that so often have first place in our hearts.

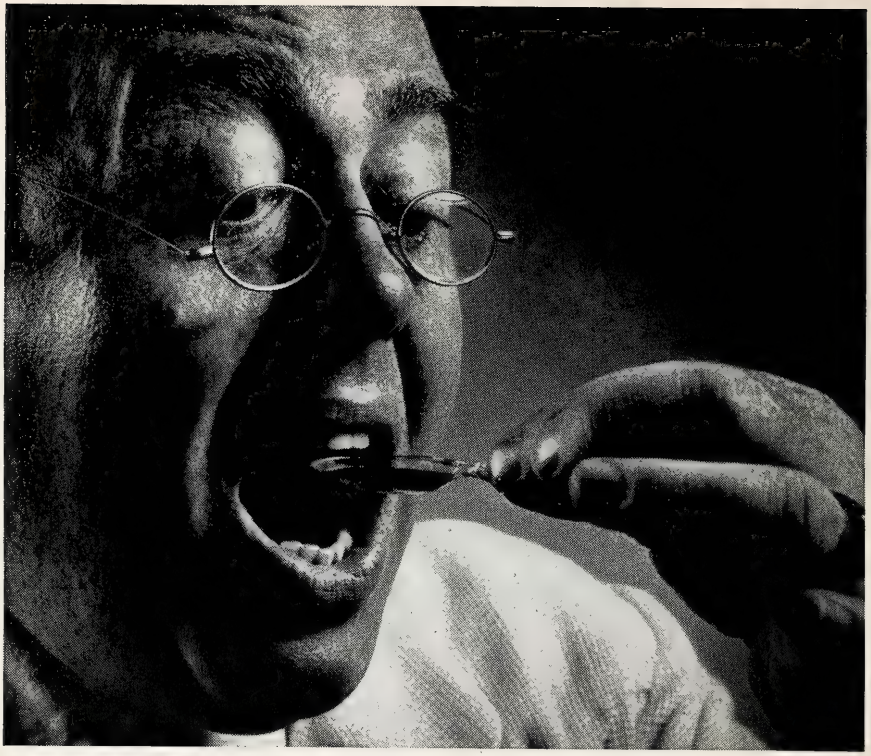
Breaks Hip

In a recent fall while on duty in the prescription department of the Central Avenue Drug Center, Charlotte, Pharmacist H. W. Wohlford broke his right hip.

He is now confined to a wheel chair following surgery and a ten day stay in Mercy Hospital. Barring complications, Mr. Wohlford expects to return to work before Christmas.

THE WORLD'S FINEST SALTED NUTS
Fresh From Our
Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.
IF—you have a clean, first-class drug store, let us reserve a Nut Shop for you.
THE KELLING NUT CO., 2800 W. Belmont Ave. Chicago 18, Illinois



"Open wide, Doctor."

When the S.K.F. detailman isn't persuading a physician to sample a palatable medication, he may be pointing out the usefulness of a new drug in hypertension. Or, perhaps, he is noting a blockbuster of a question for referral to the S.K.F. Medical Department. Basically, on *every call* he gives your prescribing physicians important, timely information about developments in the pharmaceutical industry.

You can be sure that the S.K.F. detailman is concentrating his energies where they help you most—in the physician's office. He is one of your most productive salesmen.

The S.K.F. detailman is one of the many reasons why S.K.F. products currently rank second in the number of specified prescriptions written.

Smith, Kline & French Laboratories, Philadelphia

Kiger Heads New Club

Two meetings of the recently organized Cleveland County Drug Club have been held in Shelby: an organizational meeting on October 13 and a regular monthly meeting on November 17.

Officers of the new organization include Robert Kiger of Shelby, president; Carl Jolly of Lawndale, vice-president; and Wilson Griffin of Kings Mountain, secretary-treasurer.

Directors are C. D. Blanton of Kings Mountain, Hugh Lee Irvin of Shelby and Robert Beason of Boiling Springs.

The club is meeting each third Sunday night in the month for forum-type discus sions.

Bogus Students on the Loose

Posing as students of the UNC School of Pharmacy, magazine solicitors have worked the state. Their story runs something like this:

President Friday and Chancellor House had excused the solicitors from class in order to earn 10,000 points necessary for a pharmacy scholarhsip; each paid subscription earned so many points towards the scholarship.

We know the impostors worked Mount Airy and Central North Carolina as far east as Chapel Hill. How many subscribers fell for the story—help us work our way thru pharmacy school—we have no knowledge.

But as usual, before action could be taken, the bogus salesmen pulled up their tents and departed for greener fields and gullible suckers.

New Pharmacy Opens

F. G. Weatherwax is the owner of the newly opened Boonville Pharmacy, Boonville, N. C. (near Winston-Salem).

Mr. Weatherwax is a native of Augusta, Georgia; a graduate of the University of Georgia School of Pharmacy and a veteran of World War II. Prior to establishing the new pharmacy, he was associated with Patterson Drug Company and Cox Pharmacy of Winson-Salem.

We Use Sanitary Cups

Pharmacy in Pictures

Top: An annual feature of NARD Conventions is a "Dixie Sunrisers Breakfast" attended by Southern NARD members and guests. This year T. J. Ham, Jr., of Yanceyville was president of the group; he together with Mrs. Ham and others arranged for whole tobacco leaves on the tables to lend a Southern atmosphere to the breakfast. One of the tables set up for the breakfast in Minneapolis is shown. Special corsages made of cotton bolls failed to arrive in time.

Bottom: An interior picture of the Warsaw Drug Company, Warsaw, N. C., taken sometime during 1914 as the late B. C. Sheffield stands behind new fountain just installed. Notice the "We Use Sanitary Cups" which were just being introduced to the public and the dispensing unit—Fonticella Lithia Water—a popular item in pre-World War I days. Picture courtesy of Pharmacists Walter Cherry and J. Louis Cobb of High Point.

Julius Eldrige

Julius Eldrige, born December 15, 1874, died in Winston-Salem on September 23, 1957. He was licensed as a pharmacist in 1901; for a number of years operated a pharmacy (now Hollowell's Drug Store) in Greenville.

Sam R. Reid

Sam R. Reid, 67, Washington pharmacist, died November 22 after a critical illness of several months.

Mr. Reid entered the drug business at age of 14. He attended Page's School of Pharmacy and at the time of his death was operator of one of Washington's oldest drug stores—S. H. Reid, Prescription Druggist.

Transferred to Europe

Stuart Rollins of Winston-Salem has been transferred from Fort McPherson to Europe, where he will be stationed for the next year.

WE ARE
WISHING YOU

A MERRY
CHRISTMAS

AND

A HAPPY
NEW YEAR

FROM

THE GEER DRUG CO.

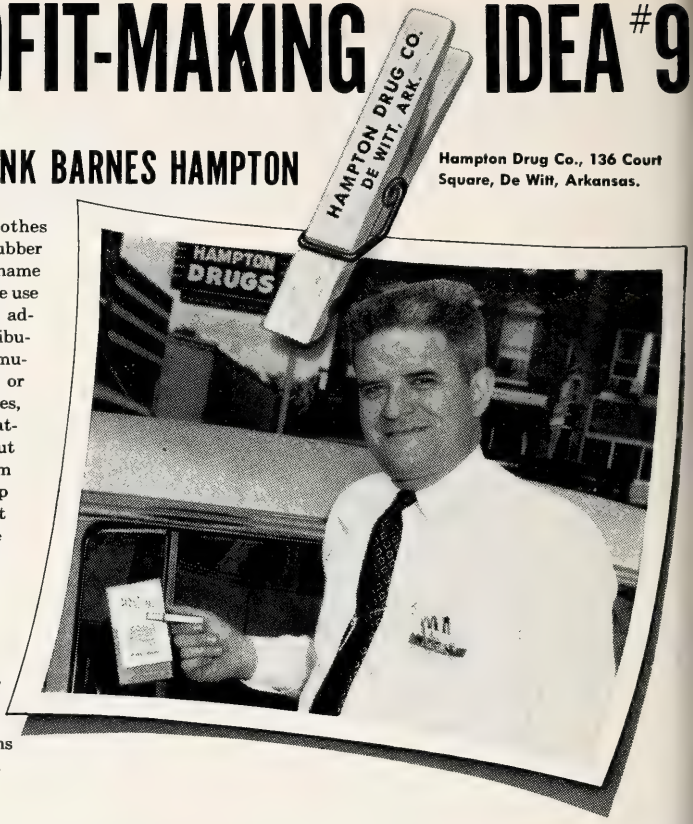
THE HOUSE
THAT GIVES
SERVICE
LIKE A
WHOLESALER
SHOULD ! ! ! !

$100 PROFIT-MAKING IDEA #9

Miles Salutes FRANK BARNES HAMPTON

"We buy pincher type clothes pins in bulk and use a rubber stamp to imprint our store name on both sides of each pin. We use these pins to clip together advertising circulars for distribution to shoppers in our community. Handed to shoppers or clipped to their automobiles, this idea not only attracts attention to the advertising, but becomes a kind of premium that the shopper will keep and use. The idea has caught on to the extent that we hope to gradually have Hampton Drug Store clothes pins used throughout the community."

$50.00 to Mr. Doug Owen, Wholesale Salesman who services the Hampton Drug Co. for McKesson & Robbins Inc., Little Rock, Arkansas.



Hampton Drug Co., 136 Court Square, De Witt, Arkansas.

SPECIAL NOTICE: This completes the PROFIT-MAKING IDEA series. Miles wishes to thank all of you who have participated. We sincerely hope that the ideas we have published have resulted in extra profits for your store.

HOLIDAY PROFITS

ARE YOURS WITH Alka-Seltzer® BRAND

HOLIDAY TRAFFIC ON THE MOVE will be looking for "Speedy Relief". Be sure to order plenty of stock, so your Miles man can set up this attractive display in your store. It will help to make your Holiday Season a profitable one.

MILES LABORATORIES INC., Elkhart, Indiana

HOWELL HALL HAPPENINGS

Carl T. Bauguess, Jr., Class of '54 was appointed to the faculty as Director of Pharmacy Extension and began his duties on November 1. This new service in the school was established in response to a resolution passed by the N.C.P.A. at its annual convention in 1955. It was very fortunate that Mr. Bauguess could begin the organization of his work by representing the school at all of the district meetings of the N.C.P.A. held in November.

These School Notes are longer than usual because of the news for two months is included due to lack of space in the Year Book Issue of the CAROLINA JOURNAL OF PHARMACY for November. All members of the faculty were much busier than ever due to the two extra duties of planning details for the blue prints of the new Pharmacy School Building and serving individually on one or more committees in the Division of Health Affairs on Long-Range Planning to 1975.

Two television programs were presented on WUNC-TV, Channel 4. On October 23 Dean Brecht was interviewed by high school students concerning careers in pharmacy. Dr. Claude Piantadosi discussed thermometers and temperatures on the Science and Nature Program telecast October 30.

Mr. John Holloway and Dean E. A. Brecht spent the day of October 7 at the Southern Desk Company in Hickory to gain detailed informationu on laboratory desks and other equipment.

Dean E. A. Brecht attended the October 1 meeting of the Piedmont Sales Executive Club in Greensboro as a guest of the Justice Drug Company to hear Robert A. Hardt, Vice-President of Hoffman-LaRoche Company, give excellent information on salesmanship.

Dr. Robert R. Cadmus, Director of Memorial Hospital, discussed Hospital Administration on October 11 and 18 in Mr. Taylor's class on Dispensary Practice.

Dean and Mrs. Brecht attended the meeting of District 7 of the N.C.P.A. at Charlotte on October 24.

Mrs. W. D. Welch, Jr., President of the Woman's Auxiliary of the N.C.P.A., made the annual President's visitation to the School of Pharmacy on November 11. One day seemed far too short for all the information available.

The members of the faculty attended the meeting of District 6 of the N.C.P.A. at Durham on November 20.

Recent visitors from Pharmaceutical Industry have included Dr. Edward P. Offutt, Research Division, Smith, Kline and French Laboratories and Dr. M. L. Moore, Director of Research, Vick Chemical Company.

Papers based on the doctoral dissertation of two recent graduates, Dr. Nicholas H. Batuyios and Dr. Ben F. Cooper, were published in the September issue of the *Journal of the A.Ph.A., Scientific Edition.* Reprints are available on request.

The school was honored to cooperate with the North Carolina Pharmaceutical Association and the Morehead Planetarium in sponsoring a public showing of the Parke, Davis and Company History of Pharmacy Pictures in the galleries of the Planetarium from November 24 to December 22.

Three pharmacy students were members of the University Band during the fall semester: George McLarty, Jr., High Point; William L. Marsh, Marshville; and Donald J. Smith, Pilot Mountain.

Charles W. Marlow, freshman from Kannapolis, was one of the cheer leaders.

The following question may recur in some of the pharmacies of North Carolina. In answer to a question for tablets to render questionable water safe for drinking recommendation was given to Bursoline Tablets. They are listed in the Red Book and the Blue Book.

In early October the school was embarrassed in a very peculiar way. Residents of Chapel Hill called to complain of obnoxious treatment by four magazine salesmen representing themselves as students in the School of Pharmacy and as knowing Dean Brecht. A newspaper release was issued throughout the state immediately to give warning against the impostors. Even so,

(Continued on page 644)

repercussions were reported from Raleigh as much as a month later.

The following class officers were elected for the year: Fourth Year, President Paul Stevenson, Elizabeth City; Vice-President Paul Walker, Maiden; Secretary-Treasurer Christin Becky Mano, Fayetteville; Third Year Class President Russell Mitchell, Roseboro; Vice-President Jimmy Haithcock, Mount Gilead, and Secretary-Treasurer Barbara Ruth Johnson, Kinston; Second Year Class President Hugh Clark, Pinetops; Vice-President William Moose, Mount Pleasant; and Secretary-Treasurer Lu Ruth Sutton, Raleigh; First Year Class President Charles Himes, Brevard; Vice-President David Keever, Lincolnton; and Secretary-Treasurer James Sheets, West Jefferson.

Dorothy Etta Johnson, Harrells was elected President of the Pharmacy Girls' Association.

Student Branches

Dr. James Arena, Director of the Poison Control Center, Duke University, addressed the student branches on "Accidental Poisoning in Children" on October 29.

Mr. A. P. Sanders of the Duke Hospital Isotope Laboratory addressed the student branches on "Radio-active Isotopes in the Treatment of Diseases'' on November 12.

Rho Chi

The Xi Chapter of the National Honorary Pharmaceutical Fraternity was greatly pleased to receive the unanimous approval of the National Executive Committee for an hononary membership to the Honorable Congressman Carl T. Durham, Alumnus of the School of Pharmacy. The initiation dinner is planned for December 17.

Dean E. A. Brecht was elected president of the National Rho Chi Society. He will be installed for a two year term at the annual meeting in Los Angeles next spring.

Kappa Epsilon

Reported by Becky Manos

Lamba Chapter of Kappa Epsilon held a banquet at the Ranch House on November 6th honoring the nine new girls in the School of Pharmacy.

President Becky Manos welcomed the girls to Carolina on behalf of Kappa Epsilon and presented this year's officers: Dorothy Johnson, Harrells, Vice-President; Gladys Joyce, Mayodan, Secretary-Treasurer; and Jill Carswell, Manchester, Historian. Miss Alice Noble, Research Historian of the School of Pharmacy, is the advisor. Each of the new girls was introduced.

Among the guests were Mrs. I. W. Rose of Chapel Hill and the women graduate pharmacy students.

In a very cordial and informal atmosphere, the dinner and conversation were enjoyed by all who attended.

Kappa Epsilon is very proud of its two members who were presented awards at the N.C.P.A.-A.Ph.A. meeting on November 12. These two oustanding students are Virgilia Carswell who was awarded the M. L. Jacobs Memorial Award for excellence in Pharmaceutical Organic Chemistry and Nancy Faison who received the Merck Award for the highest average in the Freshman Class with an average of 95.07.

Historical Note

By ALICE NOBLE, *Research Historian*

Recently we had a delightful letter from our long-time friend, F. B. Hays, of Oxford, in which he offered to loan to us for copying a comprehensive history of "Oxford Drug Stores Old and New," which he wrote for the June 19, 1908 issue of the *Oxford Public Ledger*. Of course, we seized the opportunity immediately to secure this valuable historical document. Consequently, we have now in our historical files this complete story of Oxford pharmacy "running as far back into antiquity," says Mr. Hays, "as the memory of man reaches." The article covers nine printed pages and is informative and interesting from beginning to end. Mr. Hays is a registered pharmacist and an accomplished journalist, having for many years been the editor of the *Druggist Circular*. Since his retirement he has been living at his old home in Oxford. His interest in his profession has never lessened and he often sends us historical material that we ought to have. His latest contribution is greatly appreciated.

We are wondering if other pharmacists know of the existence of similar material. Is so, we hope they will advise us; we are very anxious to locate all historical records of North Carolina pharmacy.

Births

Joseph Richard Creekmore

Mr. and Mrs. Raymond Creekmore are announcing the birth of Joseph Richard on September 24, 1957. Mr. Creekmore is with Pine Street Drugs of Lumberton.

Elizabeth Ward Rogers

Mr. and Mrs. Hubert N. Rogers are announcing the arrival of Elizabeth Ward on October 17th. Mr. Rogers is pharmacist at Hedgpeth Pharmacy, Lumberton. The Rogers have one other child, a son.

Jane Bradley Miller

Mr. and Mrs. Paul Miller are announcing the birth of Jane Bradley, October 21st, at Rowan Memorial Hospital, Salisbury. Mr. Miller operates the Rowan Drug of Spencer.

Mary Virginia Steel

Mr. and Mrs. J. T. Usher of Greensboro are receiving congratulations on the birth on October 8 of their granddaughter, Mary Virginia Steel. She was born to Mr. and Mrs. A. Logan Steel, Jr. of Charlotte.

Susan Russell Bland

Mr. and Mrs. Joe Bland of High Point are announcing the birth of Susan Russell at 3:45 a.m., October 11, 1957.

Peter Alan Stahl

Mr. and Mrs. Gerald Stahl are using a unique prescription form to announce the birth of Peter Alan Stahl on November 12, 1957. Mr. Stahl is chief pharmacist at Watts Hospital, Durham. They have one other child, a daughter, Vivian.

Joseph Owen McDowell

Mr. and Mrs. N. O. McDowell, Jr. of Scotland Neck announce the birth of their third child, Joseph Owen, on November 19. Tommy, age 11, and Linda, age 9 are the other children. Mr. McDowell is the newest member of the N. C. Board of Pharmacy.

Ara Leigh Griffin

A card from W. C. Griffin of Roanoke Rapids, now stationed in Germany, brings us news of their daughter, born November 15 at the USA Hospital in Munich, Germany. Ara Leigh is not only the daughter of Pharmacist and Mrs. William C. Griffin, but also the graddaughter of Pharmacist and Mrs. Octavus Griffin of Roanoke Rapids.

Deaths

Dean Tainter

Dean Tainter, age 58, well known pharmacist of Marion and operator of one of the State's largest prescription pharmacies, died Monday, November 11 of pneumonia.

A native of Spruce Pine, Mr. Tainter served in World War I and started his career in Pharmacy in Johnson City. In 1923 he opened Tainter's in Marion, which continued to occupy the same location until this past January at which time the pharmacy was moved into a nearby building especially constructed to house it.

Shortly before the location change, Tainter's filled its millionth prescription. In the new building, amid the carefully planned departments, the pharmacy continued to run up new records, placing it in the top ten prescription stores of the state.

A former president of the Marion Rotary Club and a past president of the Marion Merchants Association, Mr. Tainter was favorably known throughout McDowell County and Western North Carolina. He was an active participant of NCPA affairs, serving on many of the Association's committees, advisory groups, panels and the like. While seeking no office, Mr. Tainter was always willing to serve if serving meant something constructive in the profession's and the public's best interest.

Survivors include Mrs. Tainter and a daughter, Anne; his father, A. C. Tainter; and a brother, Andy, and a sister, Mrs. G. V. DeVault of Spruce Pine.

Interment was in Oak Grove Cemetery, Marion. Local doctors served as pallbearers and Rotarians were honorary pallbearers.

Mark Brown Sloop

Mark Brown Sloop, 53, Winston-Salem pharmacist, died November 8 following several years of declining health.

A native of China Grove, where he operated a pharmacy for a number of years following graduation from the UNC School of Pharmacy in 1926, Mr. Sloop had been associated with the Swaney Drug Stores of Winston-Salem for the past six years.

DOINGS

OF THE AUXILIARIES

- **Greensboro—Mrs. George H. Steele, Jr.**
- **Rowan—Mrs. R. B. Julian**
- **Raleigh—Mrs. W. W. Jordan**
- **Charlotte—Mrs. W. G. Fowler**
- **Chapel Hill—Miss Alice Noble**

Charlotte

The Charlotte Druggist Auxiliary marked its 19th birthday anniversary at the luncheon held November 12th, at the Variety Club.

Special guest speaker was Mrs. W. D. Welch, Jr. of Washington, President of the NCPA Woman's Auxiliary, who gave a history of the state organization.

Mrs. Leslie Barnhardt also spoke, bringing the group up to date on the activities of the local auxiliary since its organization on November 21, 1938. The group was organized with 20 members and at the present there are more than 90 on the roster.

The main project of the local club is the underwriting of two scholarships at the School of Pharmacy at the University of North Carolina. Charlotte is one of the top contributors to the scholarship fund.

The annual bridge party is given by the auxiliary to add to its scholarship fund. This year a party will be held in January at Park Center.

Mrs. J. H. Morris, Jr., president, conducted the meeting. Seven charter members of the local auxiliary were recognized. Each was presented with a lovely corsage, as were Mrs. Welch and Mrs. Morris. Charter members present were Mrs. C. H. Smith, Mrs. H. L. Bizzell, Mrs. B. M. Humphries, Mrs. Joe Monroe, Mrs. Louis, Holmes, Mrs. Foster Thomas, and Mrs. W. McElveen.

Rowan

The Rowan Auxiliary held its October meeting at DiMizio's Restaurant, with the president, Mrs. George Albright, Jr., in charge.

Mrs. M. L. Joye gave devotions, using as her theme "Love for One's Country."

A future trip to the Institute of Pharmacy in Chapel Hill was discussed.

Mrs. Harold Kenerly, membership chairman, introduced two new members: Mrs. M. L. Blankenship and Mrs. Frank Carrigan.

Mrs. James Fowler, program chairman, presented Mrs. T. A. Porter, Mrs. Gerney Holshouser, and Mrs. I. A. Holshouser who gave a program on the Children's Development Center. These teachers told the group of the work being done in the local school for retarded children, held daily at the Salisbury Recreation Center.

Hostess for the day, Mrs. J. W. Compton, used a table arrangement of fall fruit in an antique dough tray. A delicious luncheon was enjoyed by the twelve members present.

Alamance Auxiliary Meets at Institute

The October meeting of the Alamance Pharmaceutical Auxiliary was held in Chapel Hill at The Institute of Pharmacy. Twenty-four members were present.

Following a pot luck luncheon, the ladies heard Mrs. Thomas J. Ham, Jr., of Yanceyville describe her trip to the NARD Convention, just concluded in Minneapolis.

Mrs. W. Scott Gardner of Burlington, president, presided during the business session.

Members present at the luncheon meeting are pictured on the opposite page. They are

Reading left to right: Mrs. J. E. McCormac, Mrs. James Heritage, Mrs. Hobart Whaley, Mrs. C. A. Wharton, Mrs. Millard D. Denson, Mrs. Jack McAdams, Mrs. O'Neil Benson, Mrs. Larry McAllister, Mrs. A. F. Barbour, Mrs. Gene Butler, Mrs. James I. White, Mrs. A. L. Moir (Vice-President), Mrs. W. S. Gardner (Presdient), Mrs. L. A. Wharton (Chaplain), Mrs. A. C. Sumner, Sr. (Treasurer), Mrs. G. R. Pittman, Mrs. J. P. Barbour, Mrs. A. C. Sumner, Jr., Mrs. T. A. Barbour, Mrs. R. E. Barrett, Mrs. Luther Simpson, Mrs. T. J. Ham, Mrs. R. Dean Butler, and Mrs. Ray Salter.

(Continued on page 648)

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We are proud of our long association with North Carolina druggists through The Carolina Journal of Pharmacy and its editors. *The Journal* is now in its thirty-eighth volume, and the first printed copy was "Seeman Printed."

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Raleigh

The November meeting of the Raleigh Women's Drug Club was held at the S & W Cafeteria, as a luncheon meeting. Mrs. Henry Ferrell, vice-president, presided in the absence of Mrs. R. L. Brown.

Mrs. Ferrell, who is chairman of Ways and Means, announced that a sum of $54.20 was realized from the bake sale held November 1st. This money will be used to provide a pharmacy scholarship.

It was moved and voted that future meetings be held in members' homes. The December meeting was announced for December 7 when the Raleigh Woman's Drug Club, the Drug Travelers' Club, and the Pharmacy Society would meet jointly at the Carolina Hotel.

Greensboro

Our second meeting of the 1957-58 season of the Greensboro Drug Auxiliary had as its speaker Mr. John R. Foster, Chairman of the School Board, who spoke of the phenomenal growth of the school population and the efforts being made to accommodate and educate the students, with particular emphasis being placed on the practical and vocational subjects. Mr. Foster urged that we be aware of the expanding problems. Hostesses for the afternoon were Mrs. Whiteley, Chairman, Mrs. Walker, Mrs. Rose, Mrs. Ranzenhofer. Mrs. Hayes was recipient of the door prize. A welcome was extended to our guest, Mrs. W. H. Stewart whose husband is with Sandoz Pharmacal Company.

Mrs. Paoloni, our historian, read the new history of our club which she has compiled. Our gratitude was expressed for her achievement.

Those charter members present were named as Mrs. J. T. Usher, Mrs. P. A. Hayes, Mrs. E. T. Pierce, Mrs. C. M. Hayes, and Mrs. D. E. Groome. Our Sunshine Chairman, Mrs. J. T. Usher, announced the illness of Mr. Harper Best, and Mrs. Jackson; the birth of a baby girl to Louise Underwood, and the death of Mrs. Eubanks' mother.

Upon the resignation of Mrs. J. C. Meek as Publicity Chairman, the appointment of Mrs. R. Whiteley was announced.

Chapel Hill Woman's Pharmaceutical Auxiliary Meeting

By ALICE NOBLE, *Reporter*

The Chapel Hill Woman's Pharmaceutical Auxiliary enjoyed a coffee hour and business session on the morning of Nov. 13 as the guests of Mrs. Fred Semeniuk at her new home on the Mason Farm Road with fifteen members present.

During the business session the following slate of officers, presented by the Nominating Committee composed of Mesdames M. L. Jacobs, E. A. Brecht, and J. C. Fox, was accepted: President, Mrs. C. C. Wheeler, Jr., Vice-President, Mrs. George J. Rettie, Secretary, Mrs. Fred Semeniuk, Treasurer, Mrs. Lloyd Riggsbee, and Historian, Mrs. R. W. Jernigan. Mesdames Hawkins and R. W. Hardy were selected as a Contact Committee.

Mrs. David F. McGowan, Chairman of the State Auxiliary Projects Committee, outlined plans for raising funds for state projects. Silver articles will be sold and samples of these "wares" are now on display at the Institute of Pharmacy.

There will be no meeting of the local auxiliary in December. Instead the members will devote their energies to the decorating of two rooms in the N. C. Memorial Hospital for the Christmas season—the reception rooms of the maternity and emergency wards. A committee on Christmas decorations was named consisting of Mesdames E. A. Brecht, Claude Piantadosi and I. W. Rose.

The January meeting will be held at midday on the seventh of the month at the home of Mrs. Henry T. Clark and will feature a covered dish luncheon.

Watkins to Manage Pharmacy

Robinson's Drug Store, Belmont, continues operation with the same personnel who served so well under the management of the late Linwood Robinson.

Frank D. Watkins, an associate of Mr. Robinson's for the past ten years, is manager of the pharmacy. He expects to add an additional pharmacist soon.

Remaining with the firm, with long periods of service, are Mrs. Dolly McLean, Mrs. Ruth Wilkie and Mrs. Connie Huffstetler.

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Prescription Price Survey Analysis 61 Western North Carolina Pharmacies

Rx	Avg. Price	Low	High	Cost	Bk Evn	*	**
Elix. Donnatal oz. ii	.82	.50	1.25	.40	1.00	61	2
Elix. Donnatal oz. ii in Drop. Bot.	1.01	.75	1.50	.42	1.02	60	2
Mysteclin Caps 250 mg. No. 12	6.41	5.35	7.75	4.30	4.90	61	6
Digitoxin Tab 0.1 mg. No. 20	.73	.50	1.25	.26	.86	61	1
Ataraxoid Tab. 5 mg. No. 12	4.15	3.00	7.00	2.68	3.28	50	3
Nembutal Caps gr. iss No. xii	.75	.50	1.25	.36	.96	61	3
Equanil Tab. 400 mg. No. 50	5.27	4.75	7.50	3.35	3.95	61	13
Equanil Tab. 400 mg. No. 24	2.72	2.25	3.75	1.66	2.26	61	12
Achromycin Syr. oz. ii	4.23	4.00	5.00	2.64	3.24	61	3
Mediatric Tab. No. 30	3.54	1.50	4.50	2.20	2.80	59	3
Syr. Antepar oz. iv	2.14	1.00	3.00	1.30	1.90	61	1
Tab. Empirin Co. c Cod. #3 No. 12	1.05	.75	1.50	.55	1.15	61	2
Tab. Serpasil 0.25 mg. No. 100	7.35	5.00	9.00	4.60	5.20	61	4
Elix. Phenobarbital oz. vi	1.49	.90	2.50	.47	1.07	61	1
Pulvules Ultran No. 50	5.41	3.50	6.50	3.24	3.84	61	5
Dexamyl Spansules #2 No. 15	2.57	2.00	4.75	1.54	2.14	61	5
Neo-Cortef Top. Oint. 1% 5 Gm.	1.76	1.50	2.50	1.24	1.84	59	3
Lipo Gantrisin oz. iv	4.12	2.00	5.50	2.68	3.28	57	1
Tab. Pro-Banthine c PB No. 24	1.96	1.50	2.45	1.13	1.73	59	2
Citrocarbonate oz. iv	1.08	.72	1.50	.79	1.39	59	2
Butisol Sod. Tab. ½ gr. No. 50	1.39	1.00	2.50	.75	1.35	59	3
Livitamin pt. i	5.07	2.60	7.50	3.30	3.90	61	2
Butazolidin Tab. No. 12	1.33	.75	2.00	.80	1.40	61	2
Meticorten Tab. 5 mg. No. 12	3.48	1.25	4.25	2.36	2.96	61	12
Viterra Tastitabs No. 30	2.02	1.25	3.00	1.15	1.75	53	2
Dilantin Sod. Kaps. 1½ gr. No. 100	2.10	1.75	3.00	1.33	1.93	61	4
Percodan Tab. No. xii	1.25	.85	2.75	.68	1.28	58	1
Hydrospray 15 cc	1.90	1.65	3.50	1.18	1.78	58	4
Lotusate Cap. 50 mg. No. 20	.90	.50	2.75	.36	.96	47	1
Myoflex Cream oz. i	1.22	1.00	1.85	.75	1.35	46	2
Ducobee 1000 mcg. 10 cc	9.41	6.50	11.25	6.73	7.33	40	5

*Number reporting for particular Rx.
**Number who feel they must charge lower price than usual for particular Rx because of competition or other conditions. While most felt that competition was the main contributory reason for their less than normal charge, a few indicated that other factors made the condition, for example: whether or not several or one or two higher priced Rx's were presented at the same time by the same customer; dosage, and number of days medication, etc.

WNC RX PRICES

(Continued from page 623)

ual operating costs. It is a fact that certain prescriptions which bear the same intangible costs as other more profitable prescriptions are priced too low because of a fancied reason of competition that has no basis for such a reason. In that case the pharmacist allows his competitors to price his prescriptions. There can be little doubt there are actual competitive conditions that cause a pharmacist to price lower than he would if those conditions did not exist.

Even so, competition can not be blamed for a price that shows the pharmacist has failed to break even. Nor can carelessness in keeping up with price changes absorb all the blame. Less than break-even pricing invites, if not disaster, then at least an unprofitable operation. It may be well to remember an old truth like, "No man ever bought a train ticket for the ride to ruin or Hades without a timetable in his pocket."

Explanation of Chart Cost and Break-Even

A composite analysis is charted showing the number who priced each prescription; the number who felt conditions of competition governed their prices; the average price; the low; the high; and the cost and the break-even price, the latter two compiled by the committee.

WNC RX PRICES

About cost. It is reasonable to suppose the fairest method of determining cost is to use the price from the wholesaler for the manufacturer's smallest packing. For instance, Nembutal Capsules as bought in 100's instead of 500's, 1,000's or 5,000's. Advantages in price buying or quantity buying from any source should be regarded as so much "velvet" for the pharmacist. Besides, if the extra profit is to be passed on there will be no margin to compensate for the extra inventory and extra investment entailed in quantity buying. In that case one may as well buy the smallest sizes and price accordingly. In the chart, there is added a 10¢ additional for the cost of the container. Even though an original package is used, this container charge is justified. Moreover, a tube of ointment or, say, a 4-ounce Citrocarbonate prescription would appear more elegant and more individual in one's own atmosphere of packaging.

About Break-Even. In the chart a minimum of 60¢ is added to the cost of each prescription. This represents a 40¢ time-charge, or 8 minutes at 5¢ a minute, the lowest figure concomitant to the service, and a 20¢ for overhead expense. If one is in doubt concerning the justice of this charge for 8 minutes time for preparing a prefabricated prescription, and for the charge of 20¢ for overhead expense, let him consider some facts he may have forgotten.

These figures are based on thoroughly conducted quests for finding this time required and this overhead expense. Eight minutes seems reasonable in view of the different processes the prescription encounters from the time it is handed in until wrapped for presentation to the customer. In the case of ointments, an additional minute may be required since the cleaning up process is more involved. The 20¢ overhead charge seems reasonable as revealed by careful analysis.

Further analysis will reveal that the "slip of paper" some times travels a circuitous route. For instance: A phoned prescription for a charge customer requires at least ten treatments before the transactions is completed. Count them: 1. Recorded from phone, written or automatic. 2. Copied for file. 3. Labeled. 4. Checked. 5. Filed. 6. Wrapped. 7. Charged. 8. Delivery label affixed and delivery recorded. 9. Entered on ledger. 10. Statement. And the actual filling or compounding is not included in the 10 processes. Even though some of these factors are not applicable to all prescriptions, there are still many time-consuming processes other than compounding that have a certain operating expense that should not be overlooked when arriving at a fair price for the prescription. If you care to delve more deeply into an analysis you are almost certain to find you have 20¢ invested in the "slip of paper" the moment your customer relinquishes it to you, even before you begin the actual practive of your art.

Some Conclusions

These returns were, perforce, accepted at face value. The committee had to assume, even in the face of personal doubts, that each price set forth was the true price received for any one prescription. Any doubts that you may have that a price which seems absurd to you is the true price may be explained by several factors which may seem apparent to you. The committee endeavored with remarkable success to relegate its natural doubts into a meaningless jabberwocki of number and figures that soon had no meaning. In this way complete objectivity bordering on indifference was attained. So, the committee merely read the figures accurately, made entries and charted them. They are presently here for the sole purpose of guidance to anyone who might benefit by studying them. Any conclusions you may obtain from this analysis, while perhaps corresponding with the committee's unuttered conclusions, are your own conclusions. In this paper we have not knowingly sought to color your thinking with any entry in the chart. This statement does not eliminate us entirely from the hope you may allow us to crusade for a more systematic method of pricing prescriptions than is revealed by this survey.

There is no point in discussing each price for each prescription shown in the chart. This was done as part of the program of the WNCDC September meeting. Our aim was to be helpful and not dictatorial. It may be

said, however, that the results of the survey showed only eight of the 61 reporting as using a pricing system. This you may readily believe after once reading the chart. The almost unbelievable difference between high and low of a few of the prescriptions will cause you some amazement, no doubt. The less than break-even price on some of the prescriptions may very well set you to thinking constructively about the actual conditions in your own pharmacy. At any rate, you are welcome to use the results of this survey as charted in any manner that will help you. That is our primary wish.

Pricing Systems Helpful

We hold no brief for any particular pricing system. There are many systems available, B-D, Joe Shine's, N.A.R.D. and others. Whether you devise your own or use one of these mentioned, it should include consideration of those intangible expenses we sometimes lose sight of. These intangibles have been mentioned. But whatever system you use, fit it to your own particular operation. Above all, learn the figures at which you either break-even, lose money, or make a profit. The laborer should certainly be worthy of his hire, to borrow a Biblical truth.

A suitable pricing system will accomplish many desirable results. It will enable you to look without shame at your visage as you shave tomorrow morning. It will make you look with a clear conscience at your family with the knowledge you are not denying them the things they should have as beneficiaries of your enterprise. This is not selfishness, but a wholly laudable quality. It will make you feel you have acted with integrity by being fair to your customers and your competitors. Above all, if all apply the priciples of the Golden Rule, it will effectively silence the adverse opinion of the public that each day grows more rampant on their feeling they are being victimized by unfair prices. Then, all these wholly desirable results will accrue to the prestige and benefit of an honorable profession.

PHARMACY VIOLATION

(Continued from page 617)

an act as would constitute the practice of pharmacy by an unlicensed pharmacist as prohibited by Chapter 90 of the General Statutes of North Carolina.

(b) That Chapter 90 of the General Statutes of North Carolina requires that a registered pharmacist or assistant registered pharmacist be physically present, standing by and assisting in the filling of prescriptions by an unlicensed person, and that the filling of a prescription by a competent, experienced, unlicensed person, where the filling of said prescription consisted in counting out the number of tablets from a larger container duly labeled by the manufacturer and placing them in a smaller container for delivery to the customer during the temporary absence of the registered pharmacist in charge of the store and while two other registered pharmacists were available for consultation by telephone or messenger, all of whom were working for the same employer, would be aviolation of Chapter 90 of the General Statutes of North Carolina.

(c) That the acts and conduct of the defendants constitute an illegal practice of pharmacy in violation of Chapter 90 of the General Statutes of North Carolina.

(d) That the plaintiff is entitled to have a restraining order issued in this cause against the defendants for and on account of such illegal practice of pharmacy.

Pursuant to these findings and conclusions the defendants were restrained and enjoined from performing anything or act in violation of the provisions of Chapter 90 of the General Statutes.

This case was determined at the October Civil Term and at the present time notice of appeal has been given by the defendants and it is hoped by the Board of Pharmacy and the other interested pharmacists throughout the State that the Supreme Court will have a chance to pass on this decision in order that there can be no doubt in the minds of the owners, employees, and pharmacists as to what is meant by the words "as an aid to and under the immediate supervision of."

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and a happy and

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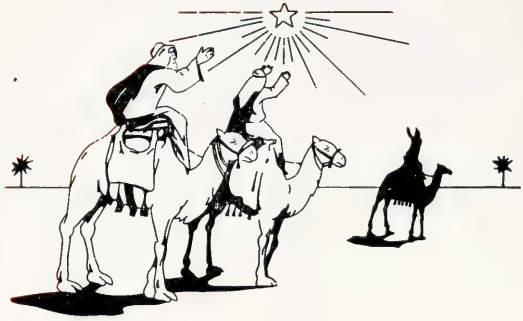

It would take volumes to tell you, our friends and customers, how much we have valued your Patronage, Friendship and Good Will throughout this year.

* * *

But we do want you to know that we are thinking of you during this Holiday Season and that we all join in wishing you and all your associates a . . .

Merry Chistmas
and
Happy New Year

From everyone associated with

The W. H. King Drug Company

"The House of Friendly and Dependable Service"

Raleigh, North Carolina